

FIG.1

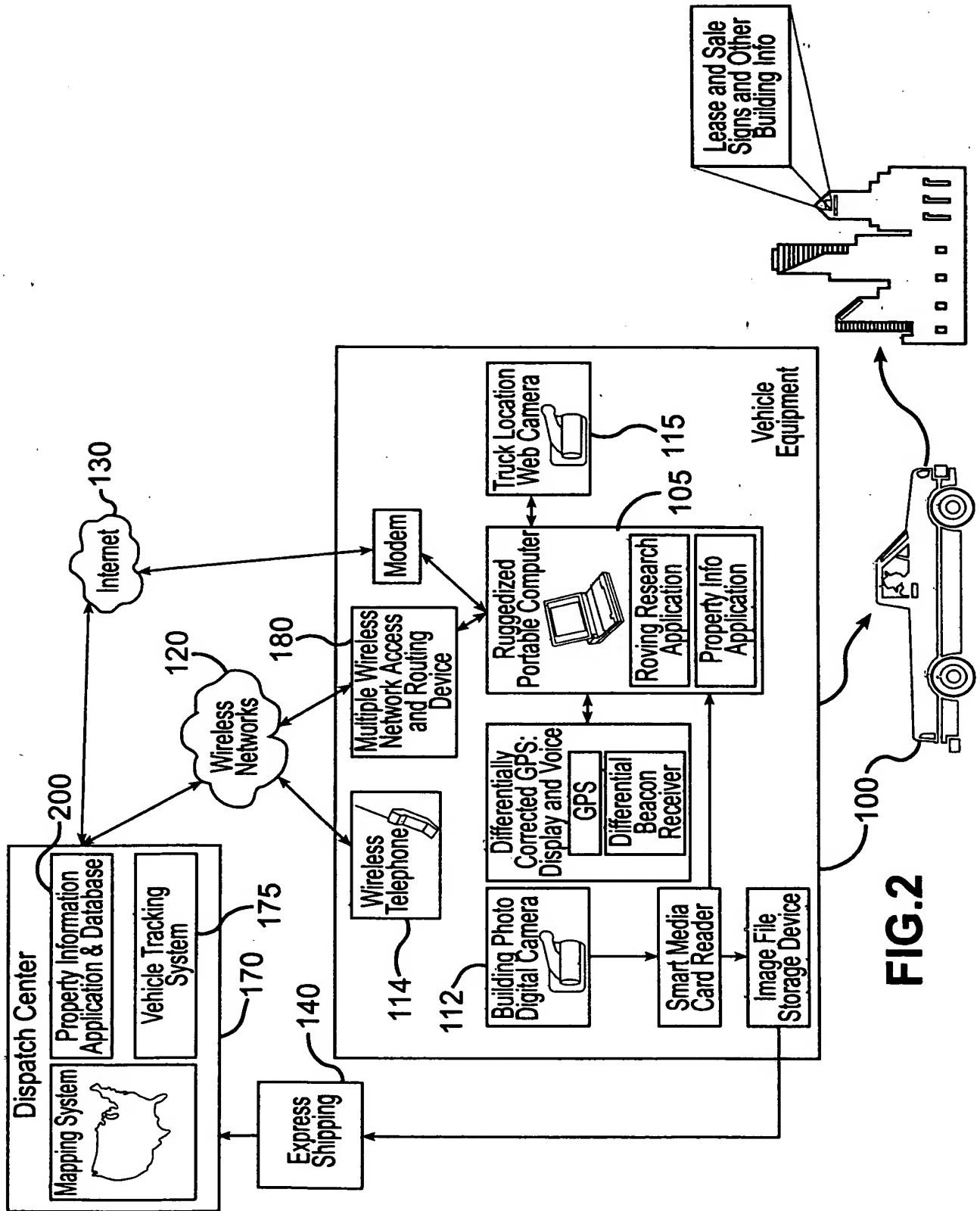


FIG. 2

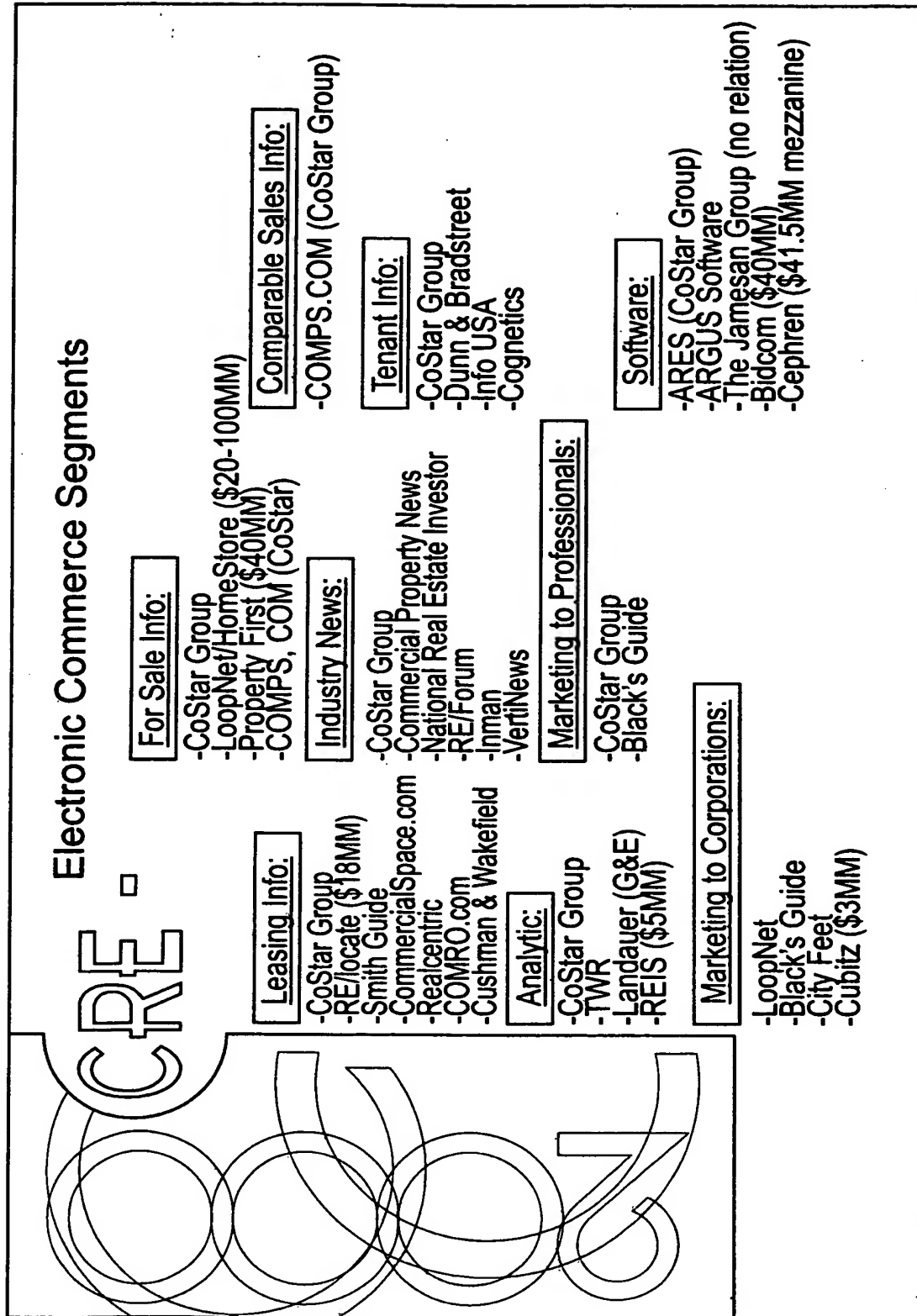
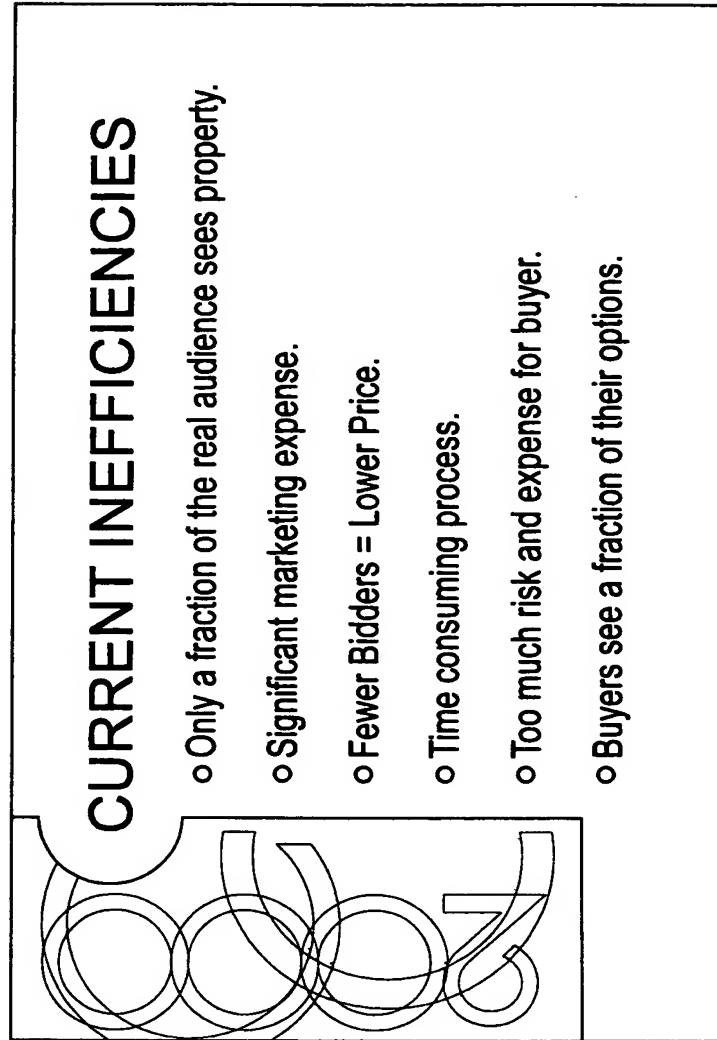


FIG.3

**FIG.4**

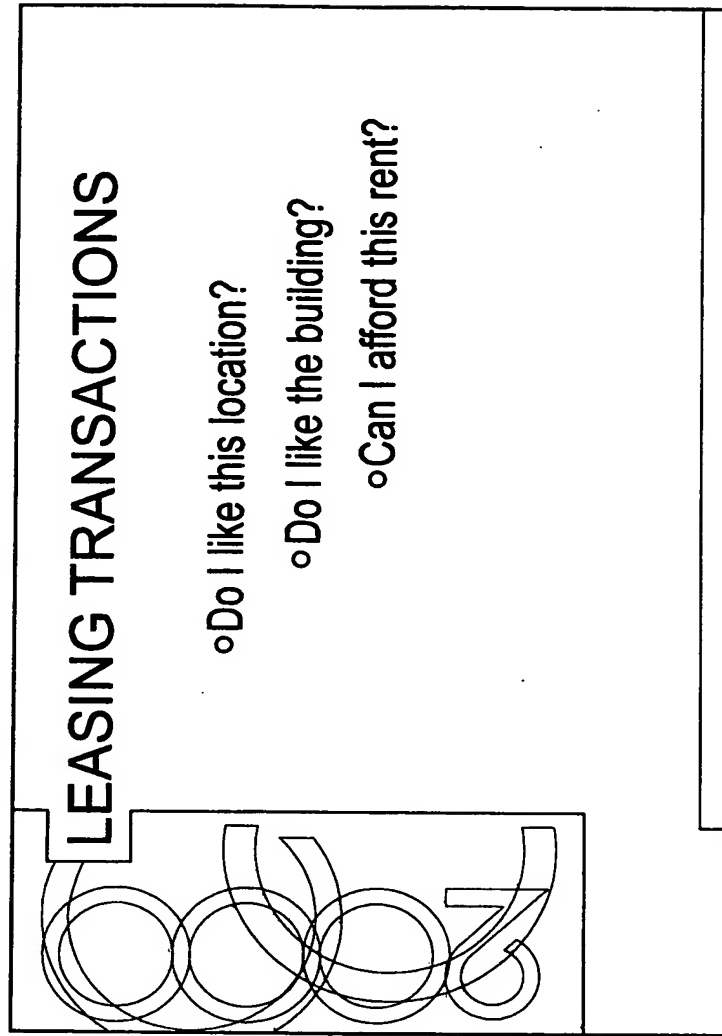


FIG.5

LEASING TRANSACTIONS

Aside from CoStar Property the main tool used to convey a space for lease opportunity is the flyer.

Size: One Page

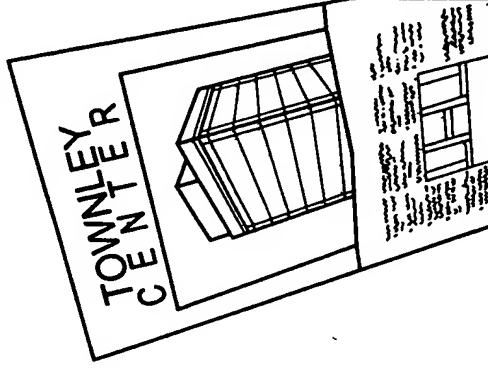
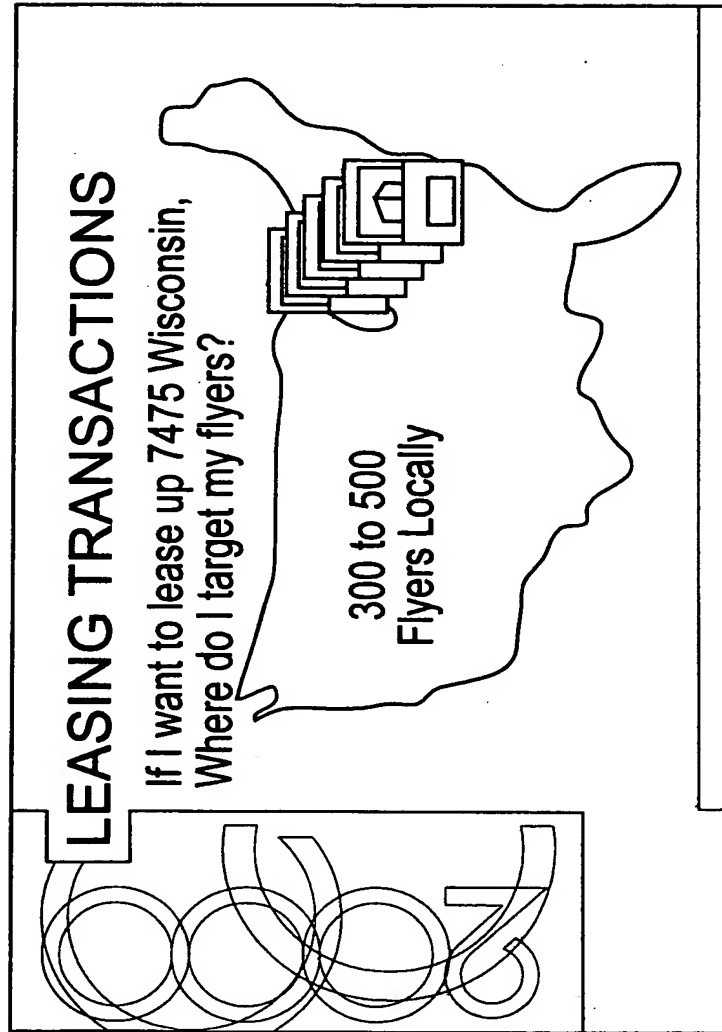
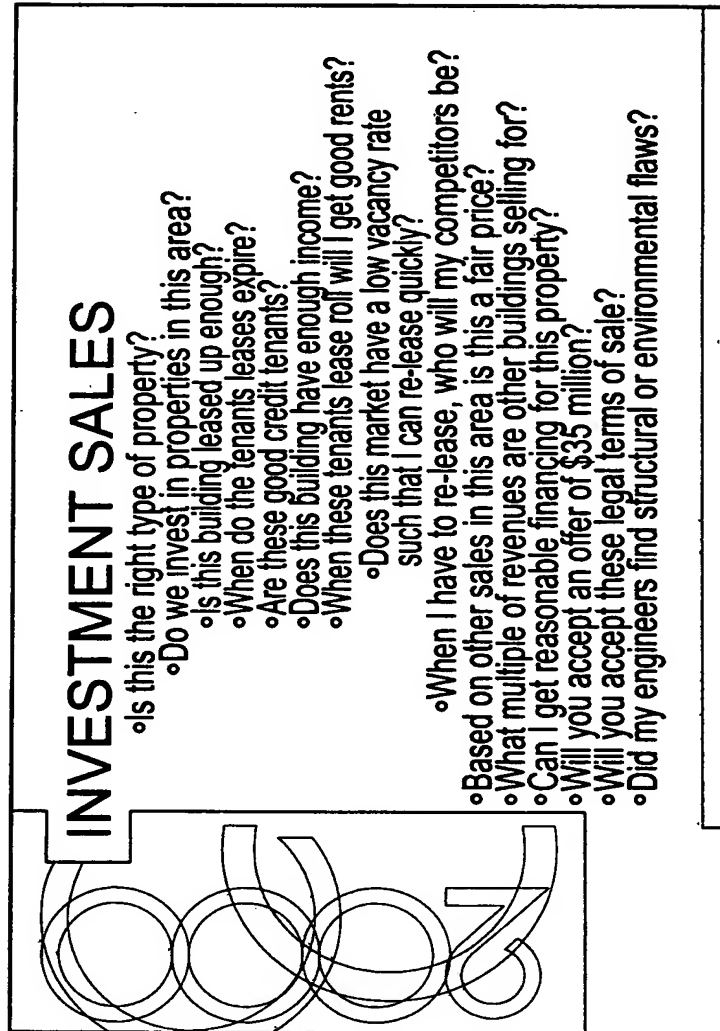


FIG. 6

**FIG.7**

**FIG.8**

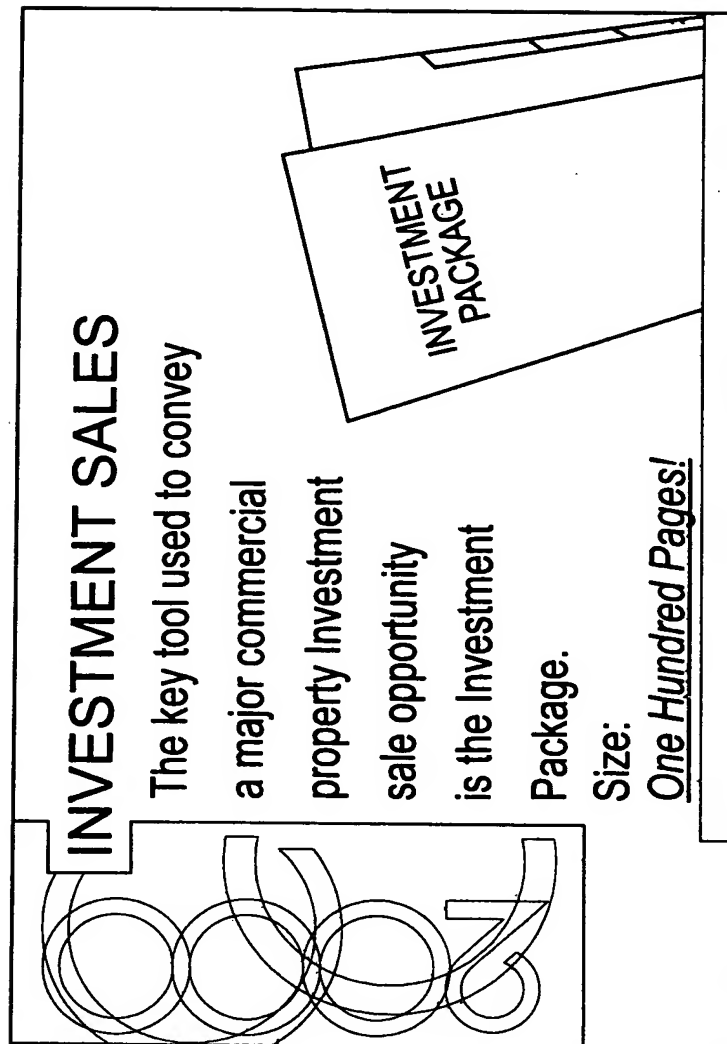


FIG.9

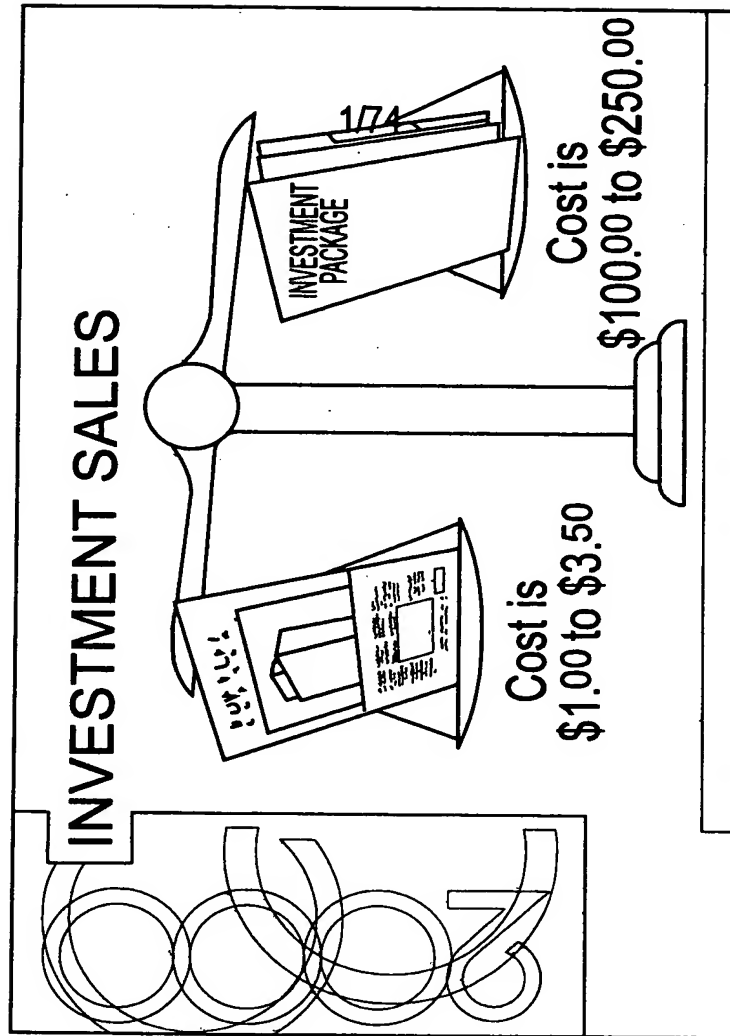


FIG.10

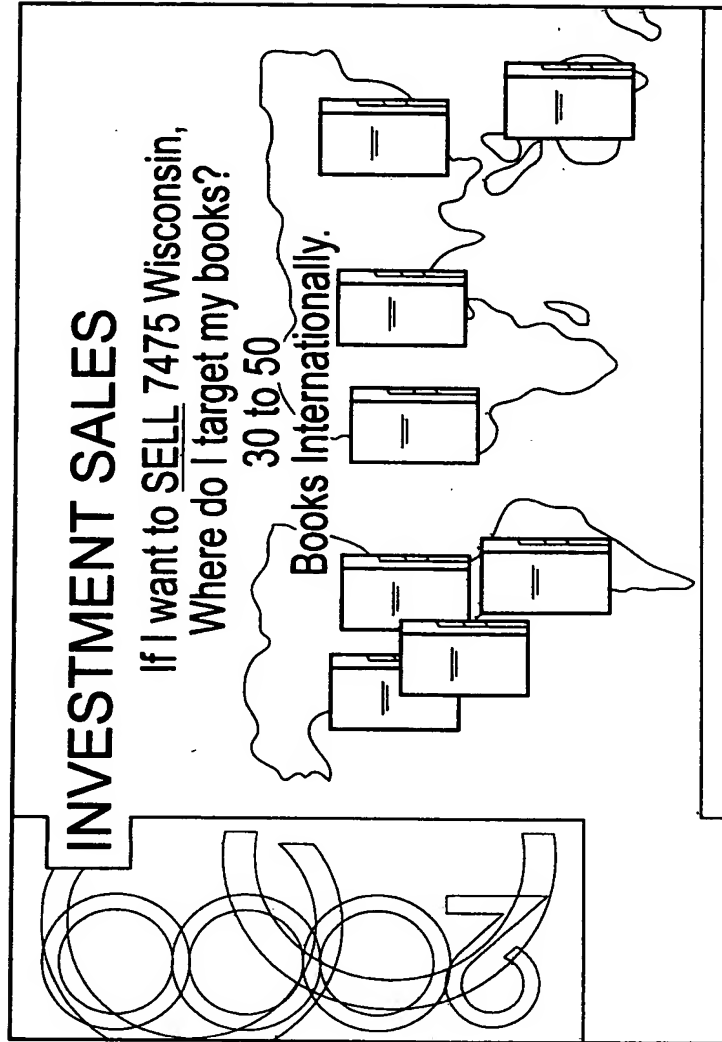
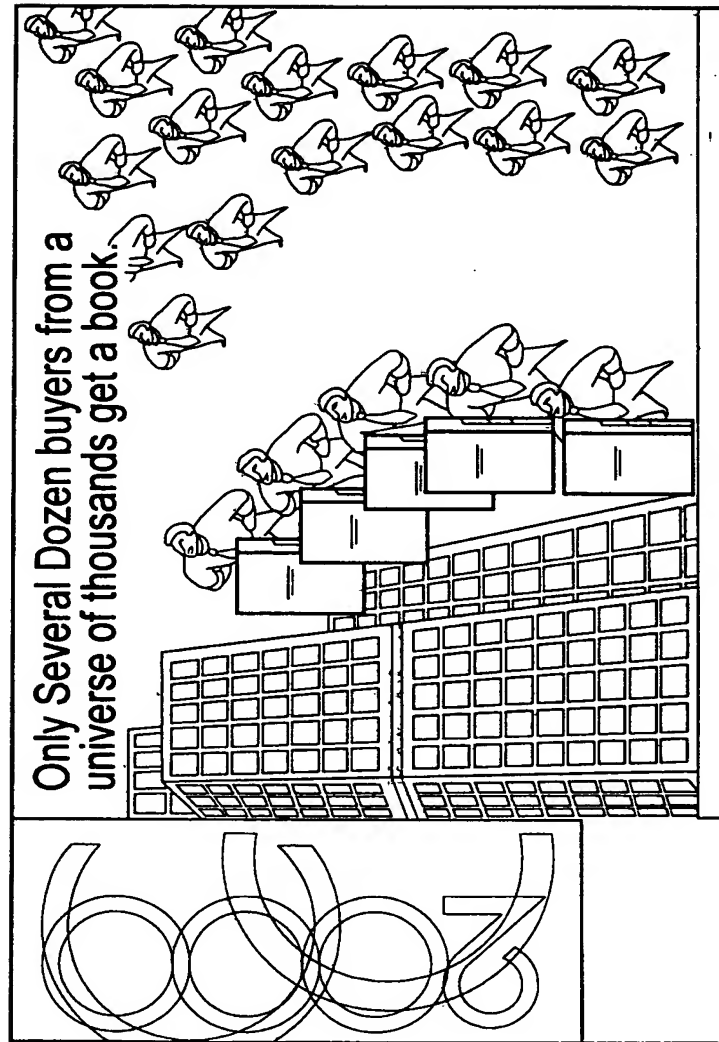


FIG.11

**FIG.12**

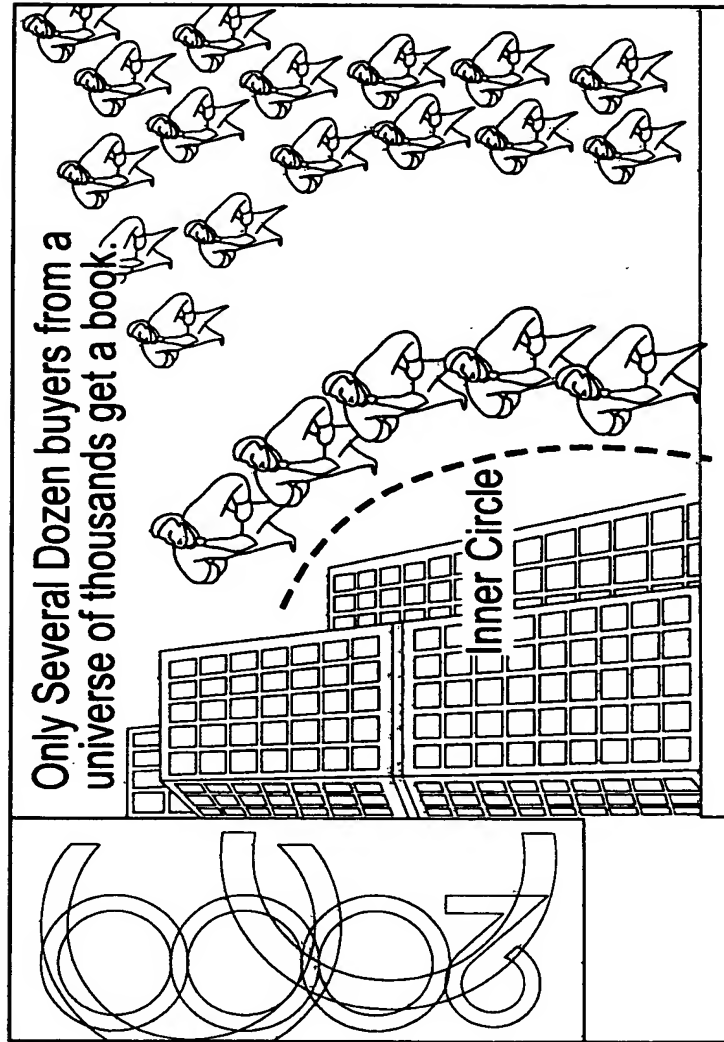


FIG.13

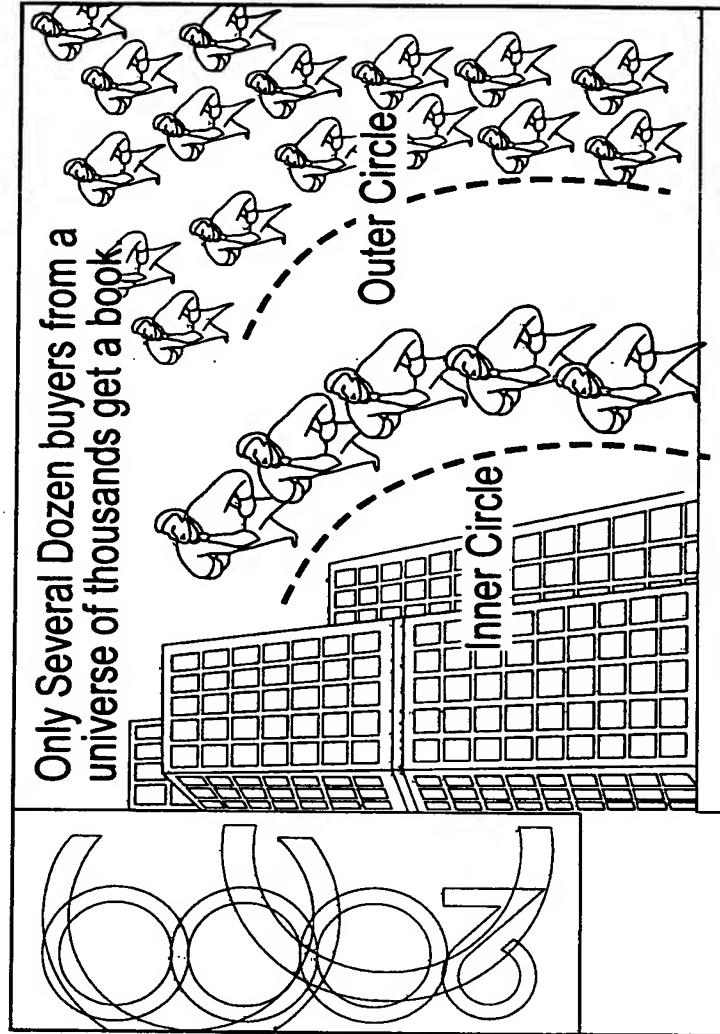


FIG.14

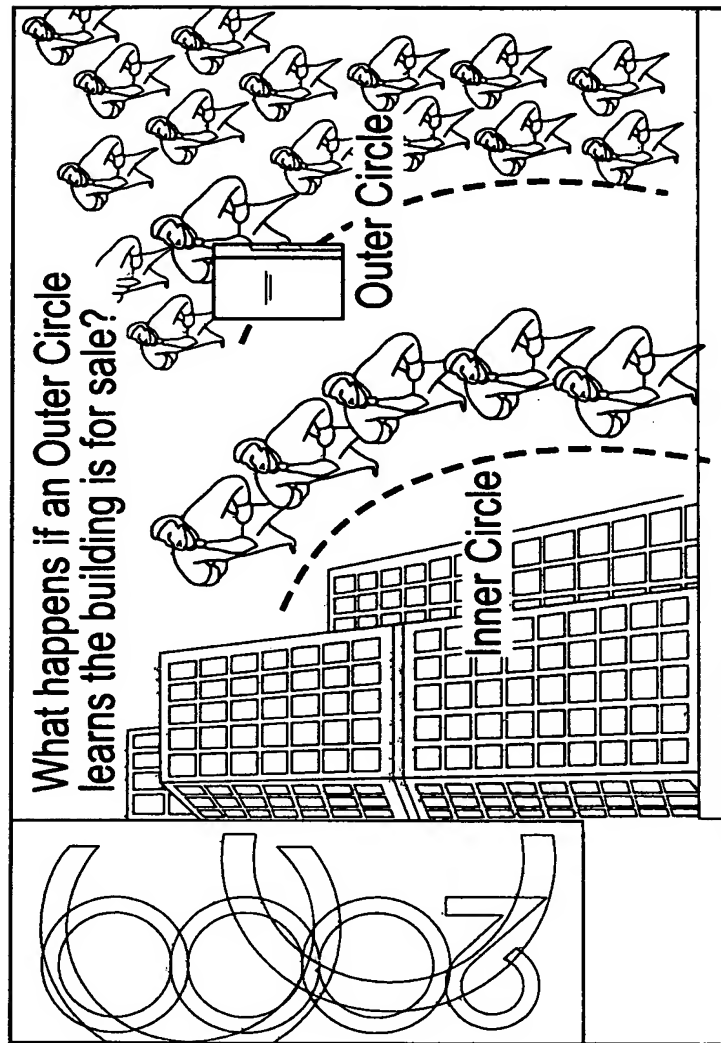


FIG.15

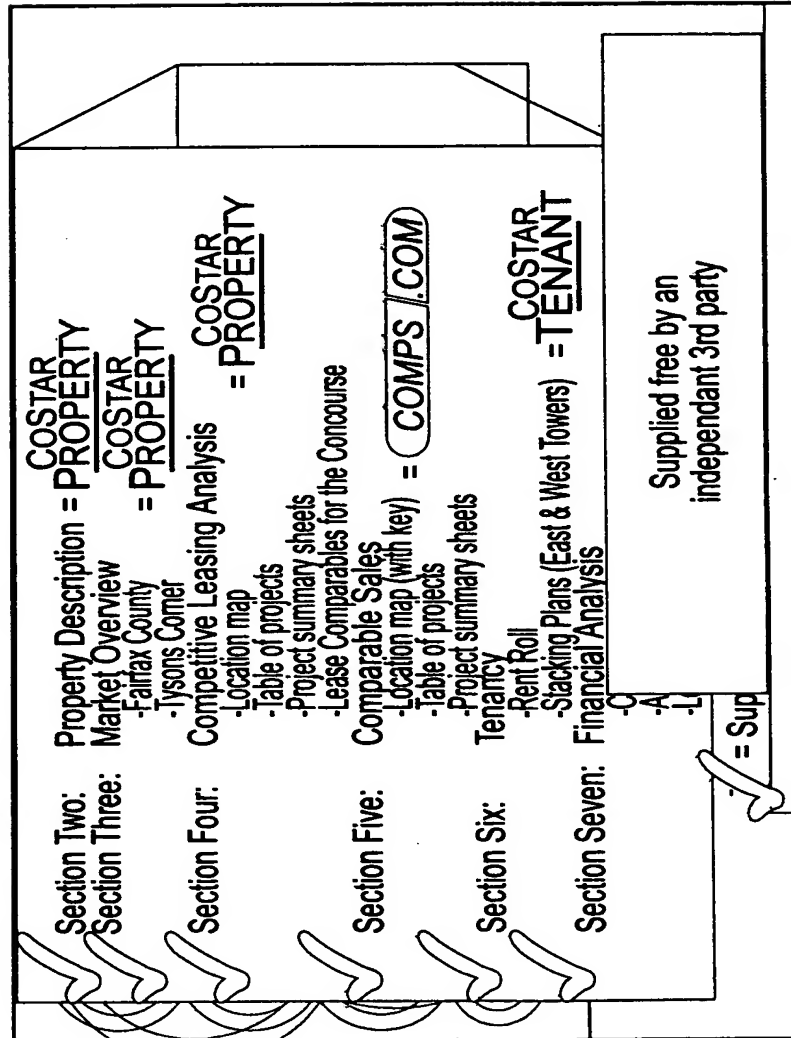


FIG.17

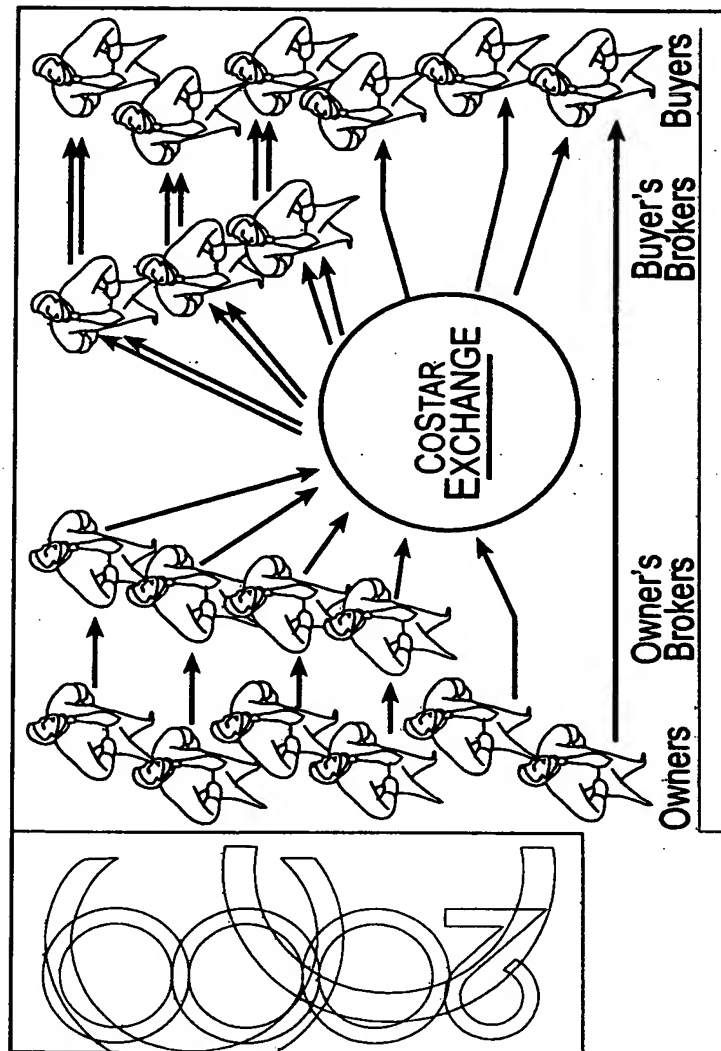


FIG.18

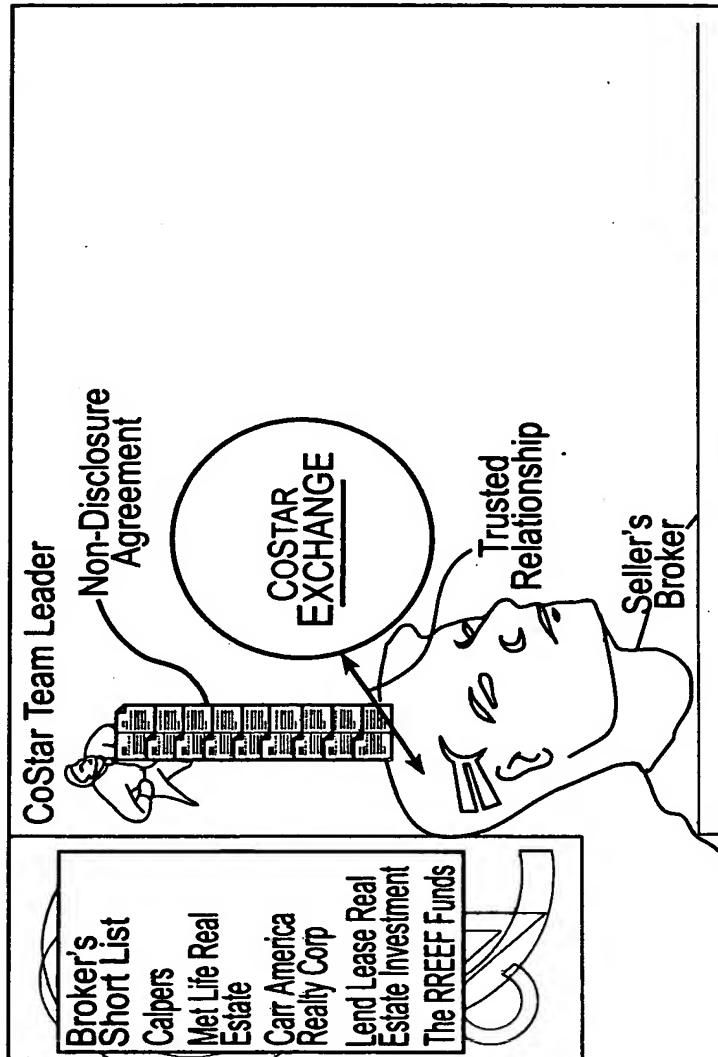


FIG.19

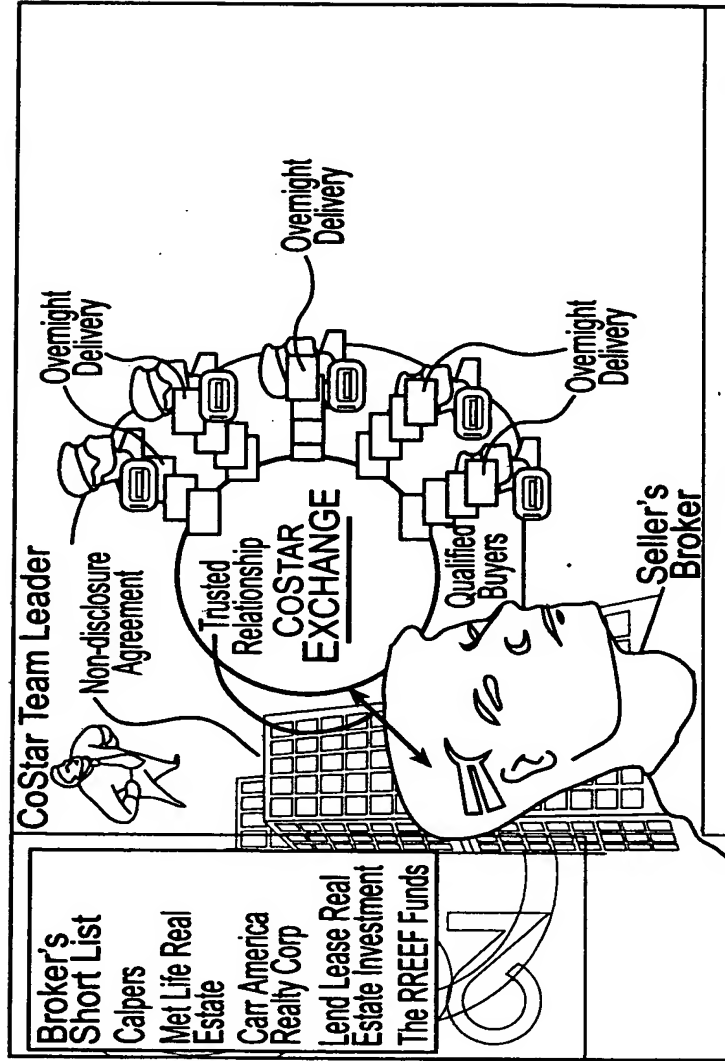


FIG.20

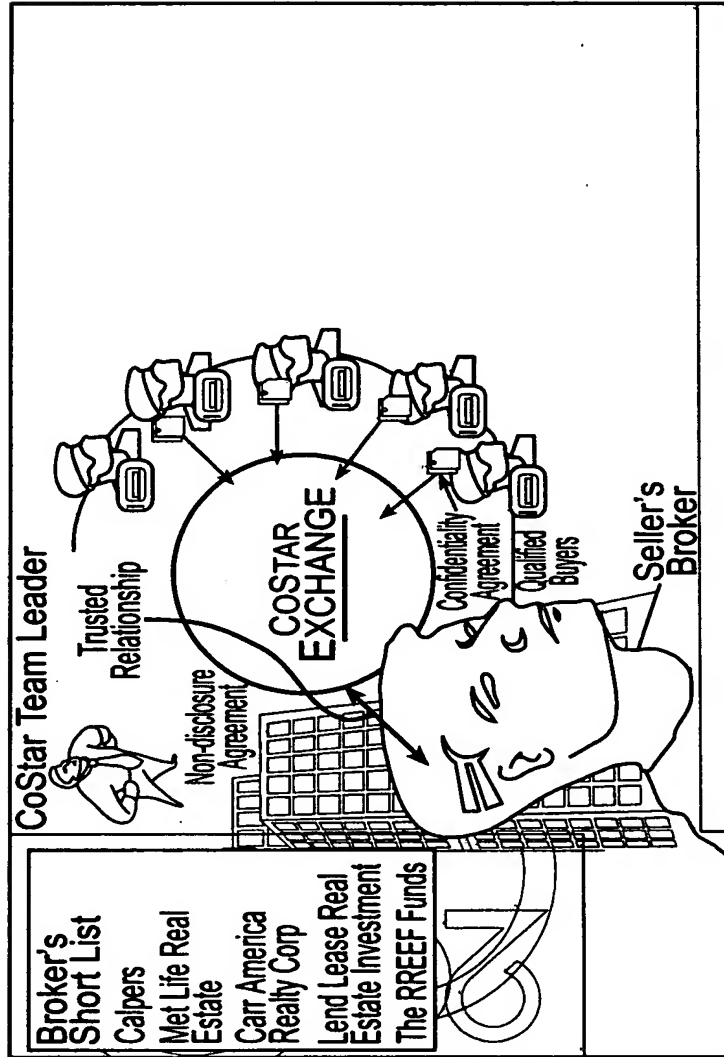


FIG.21

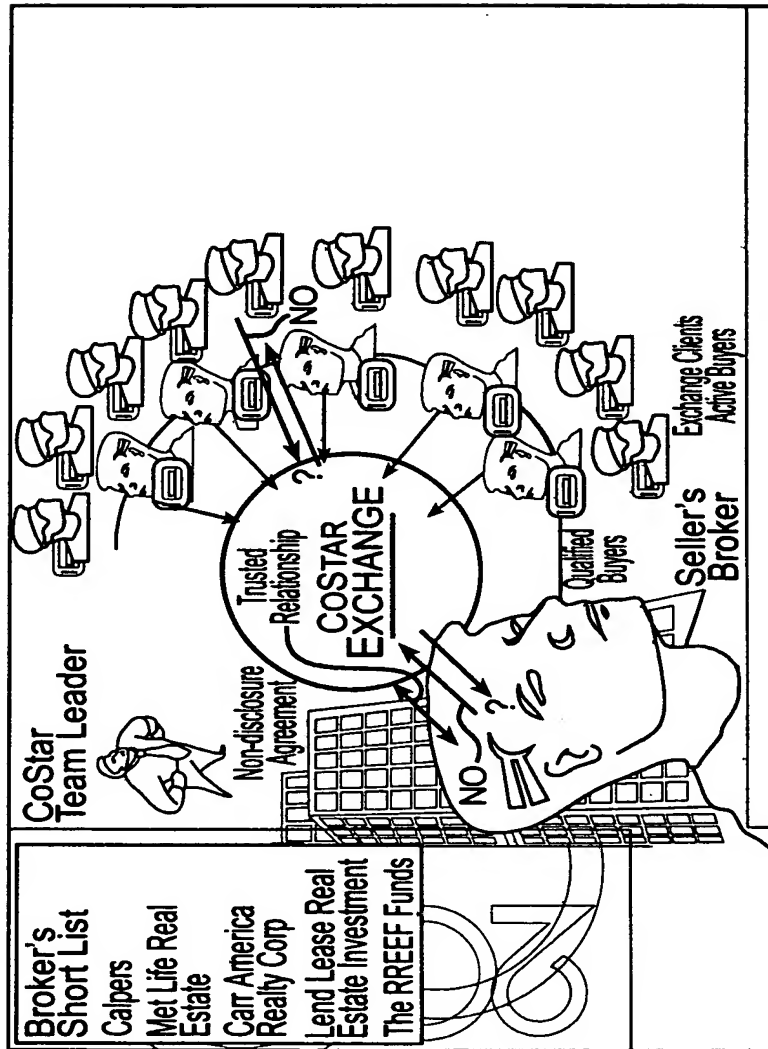


FIG.22

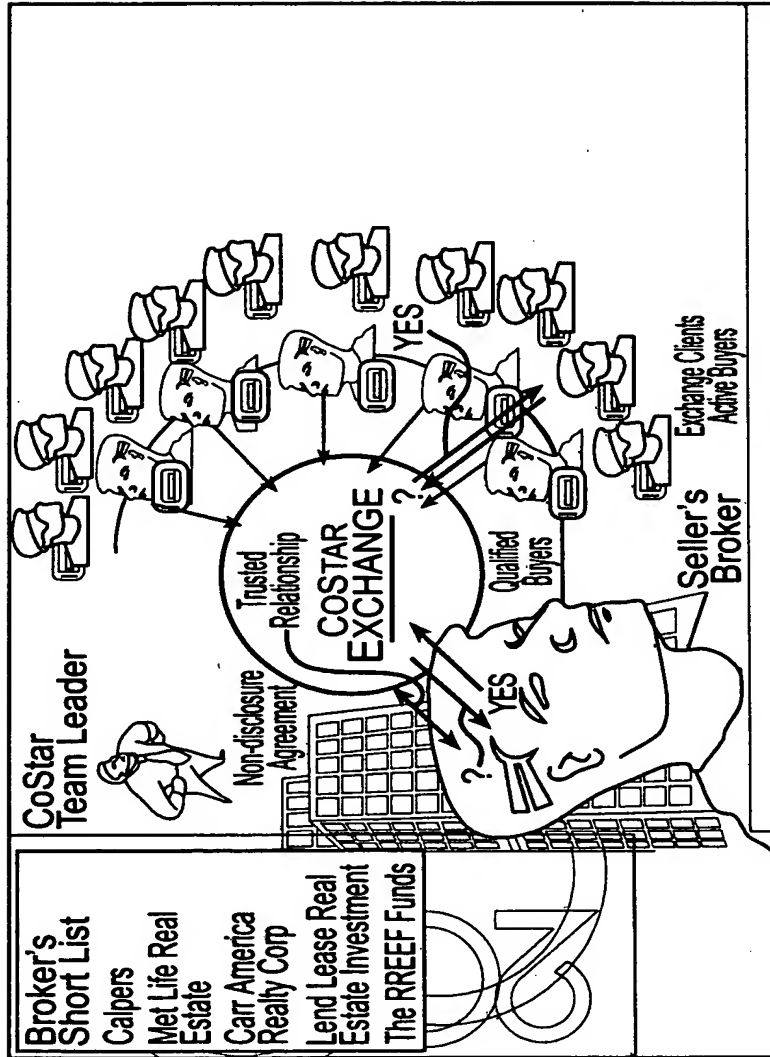


FIG.23

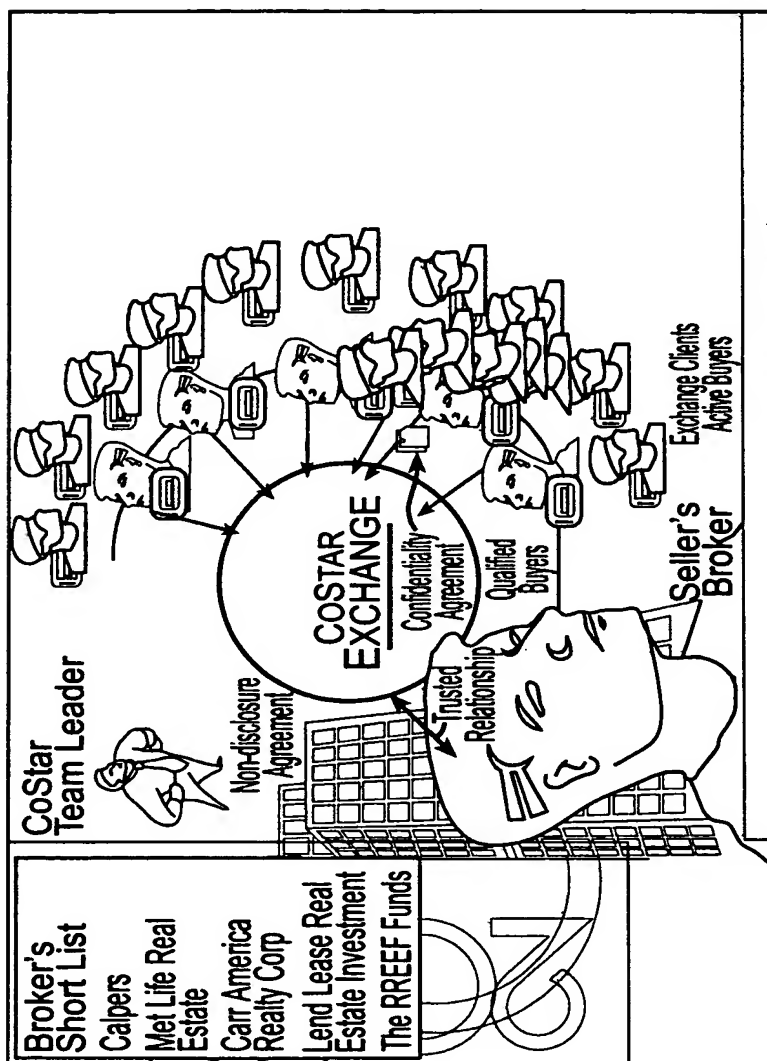


FIG.24

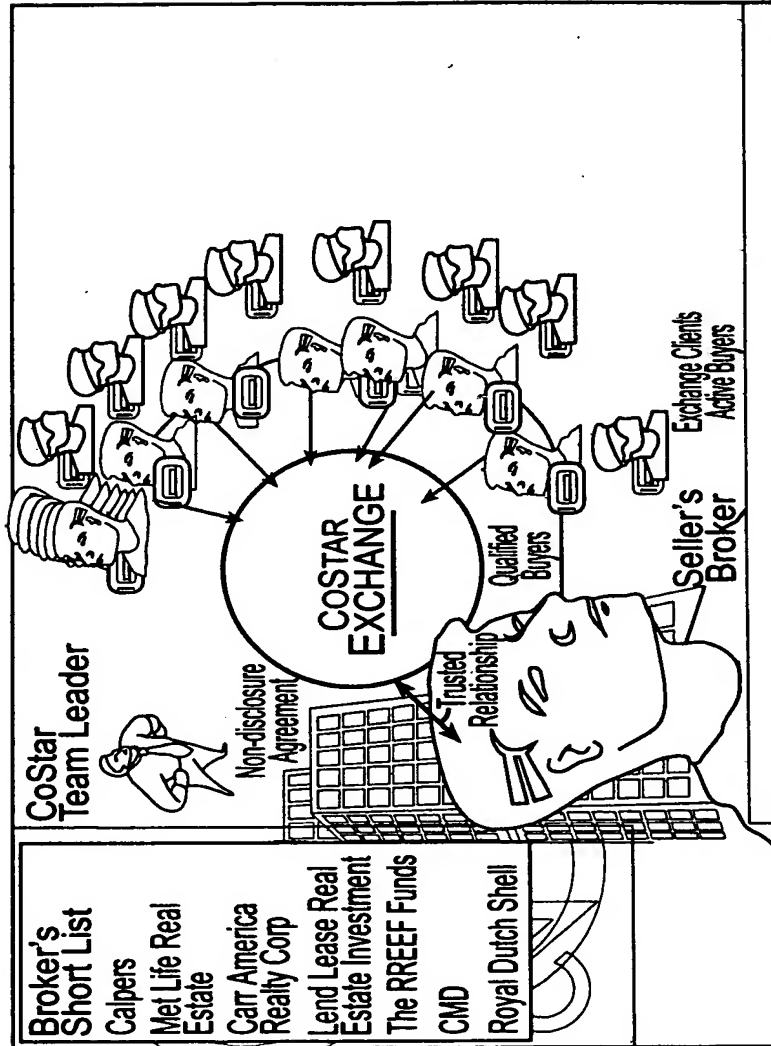


FIG.25

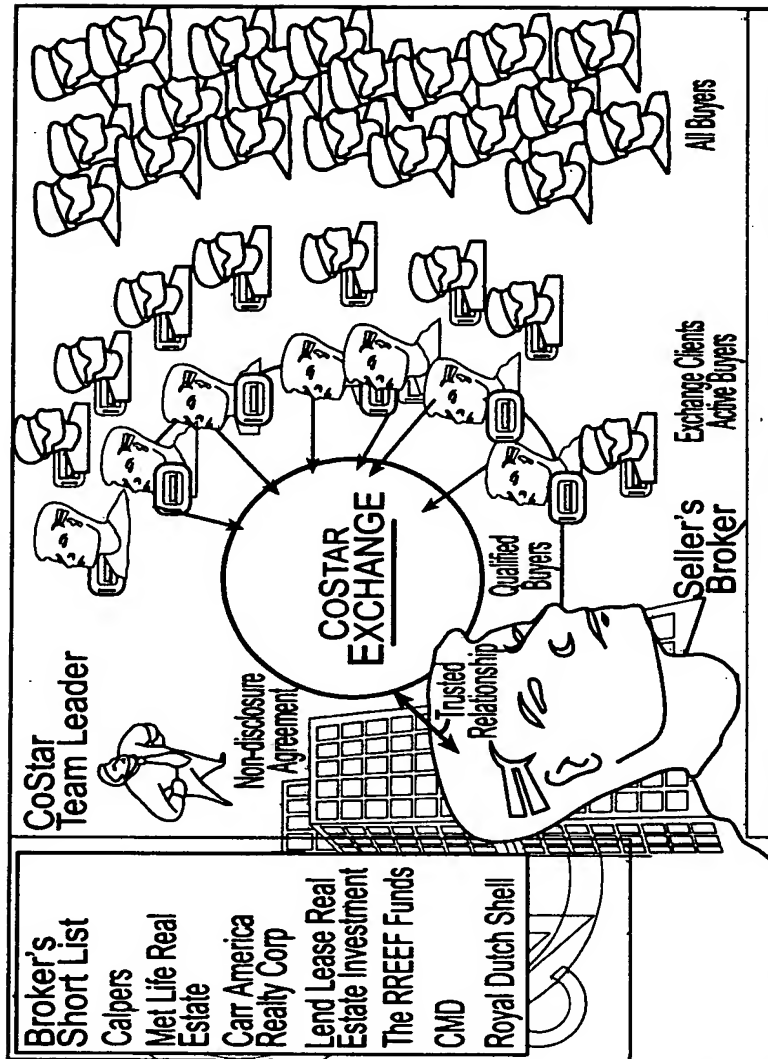


FIG.26

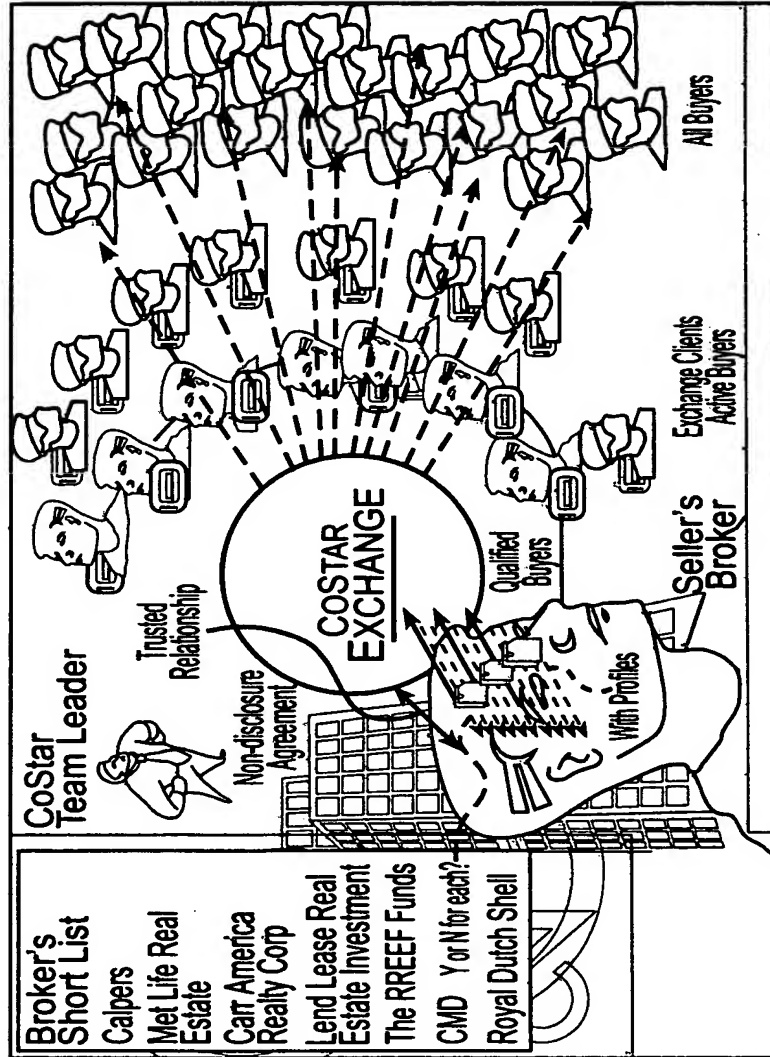


FIG.27

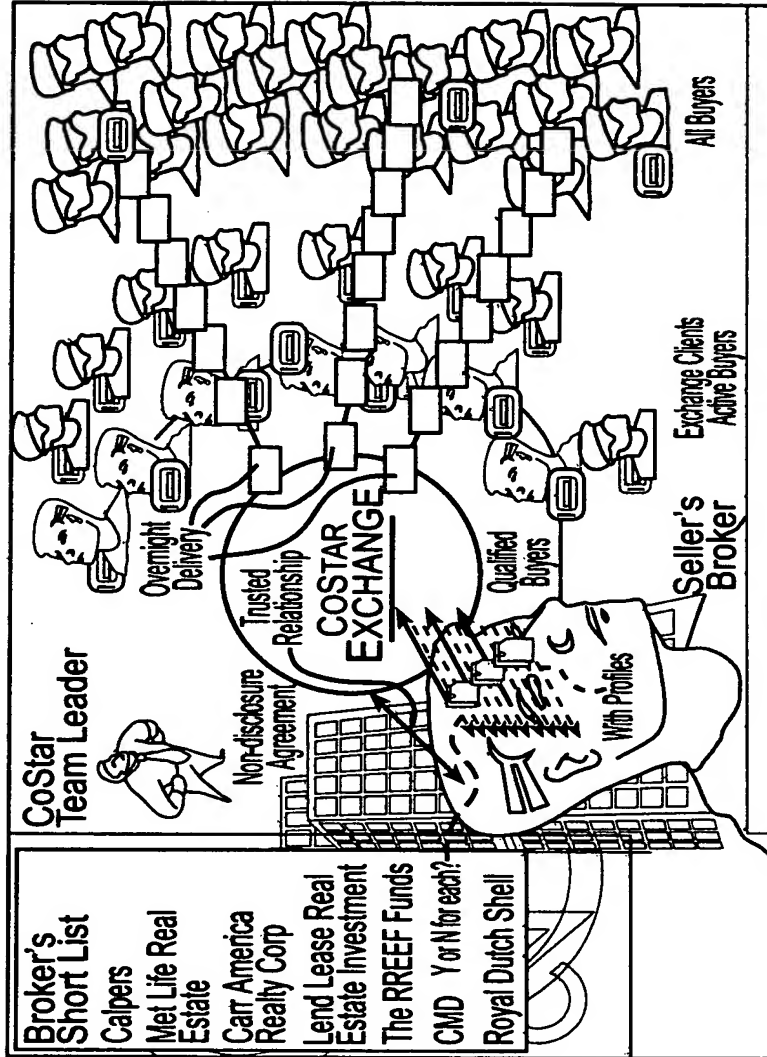


FIG.28

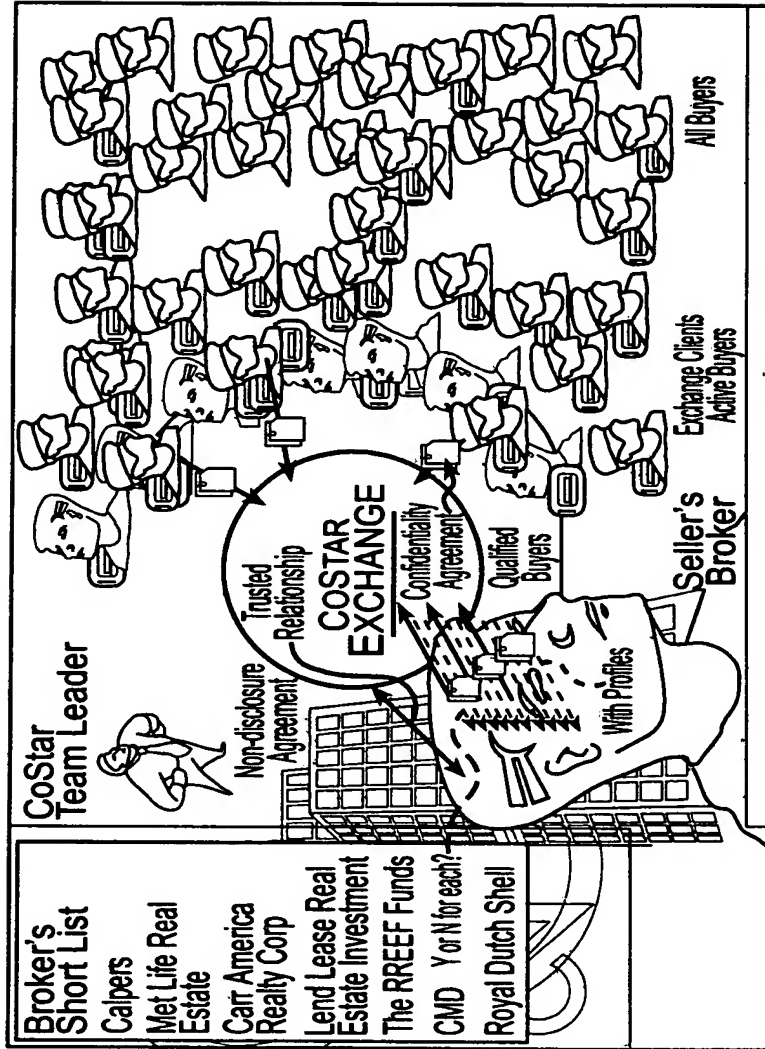


FIG.29

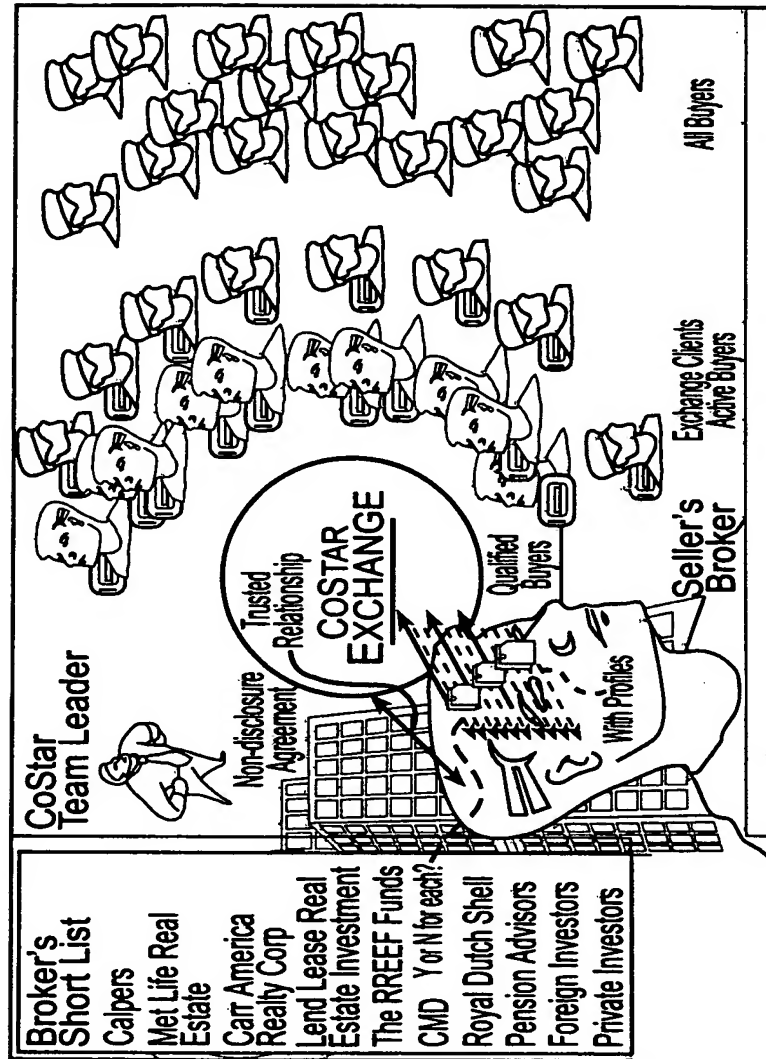
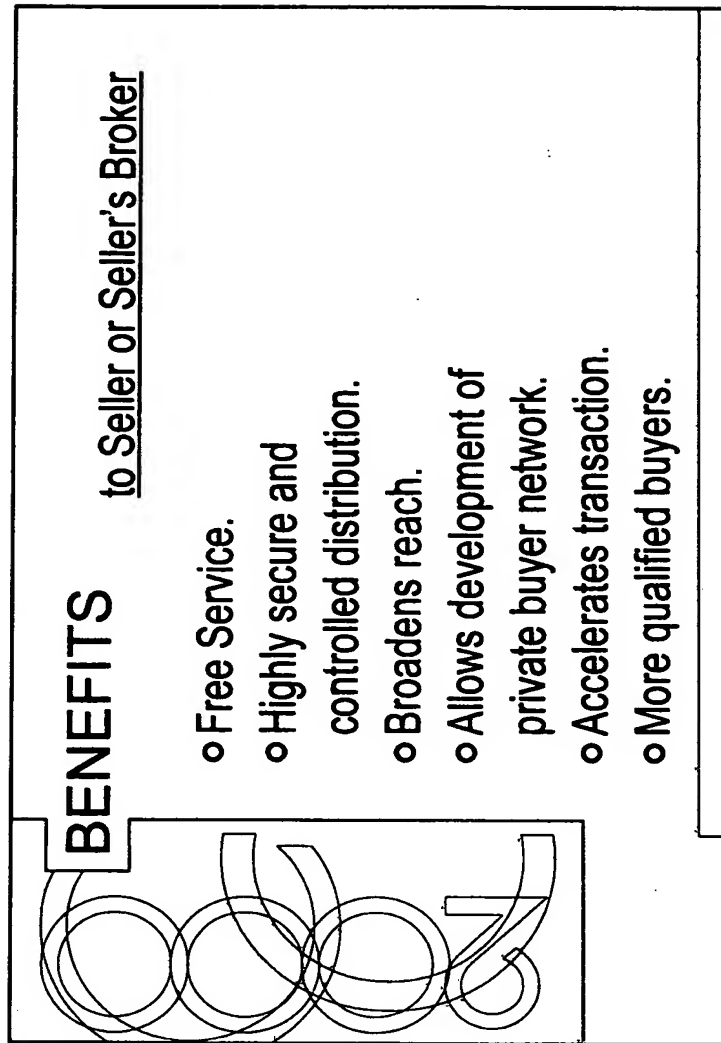


FIG.30

**FIG.31**

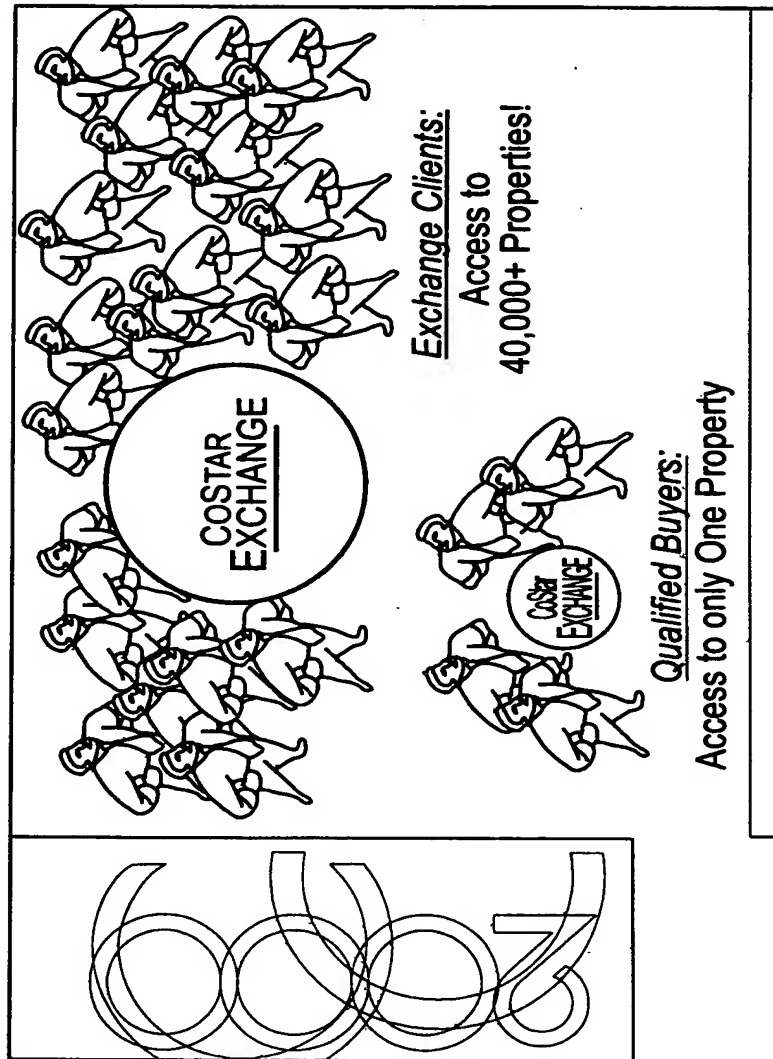


FIG.32

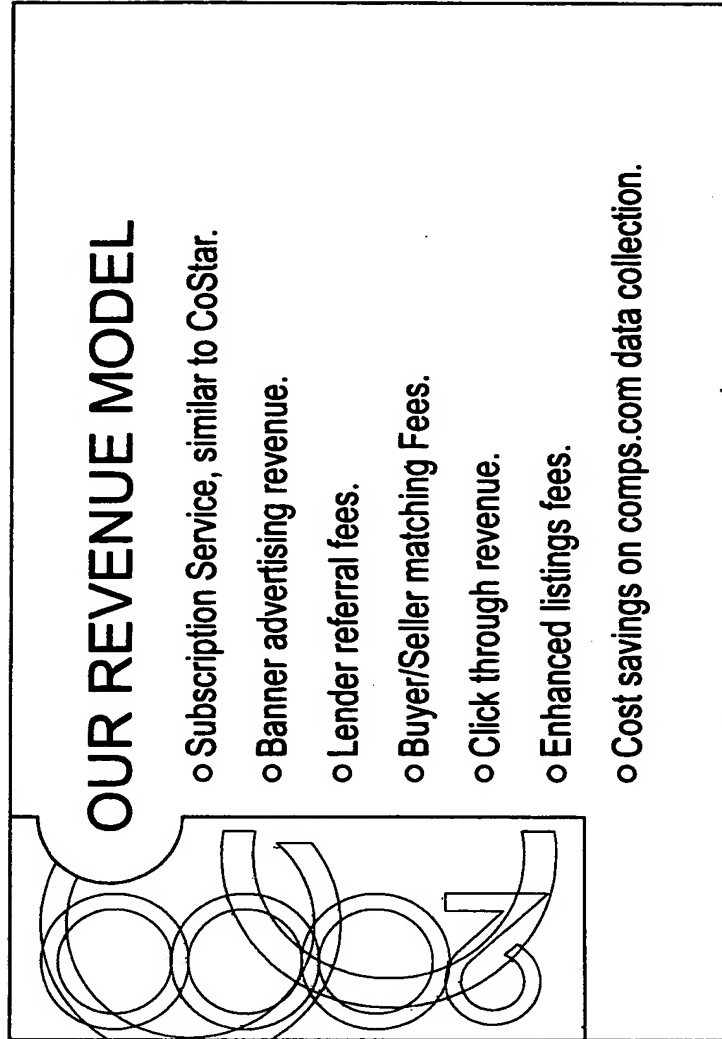


FIG.33

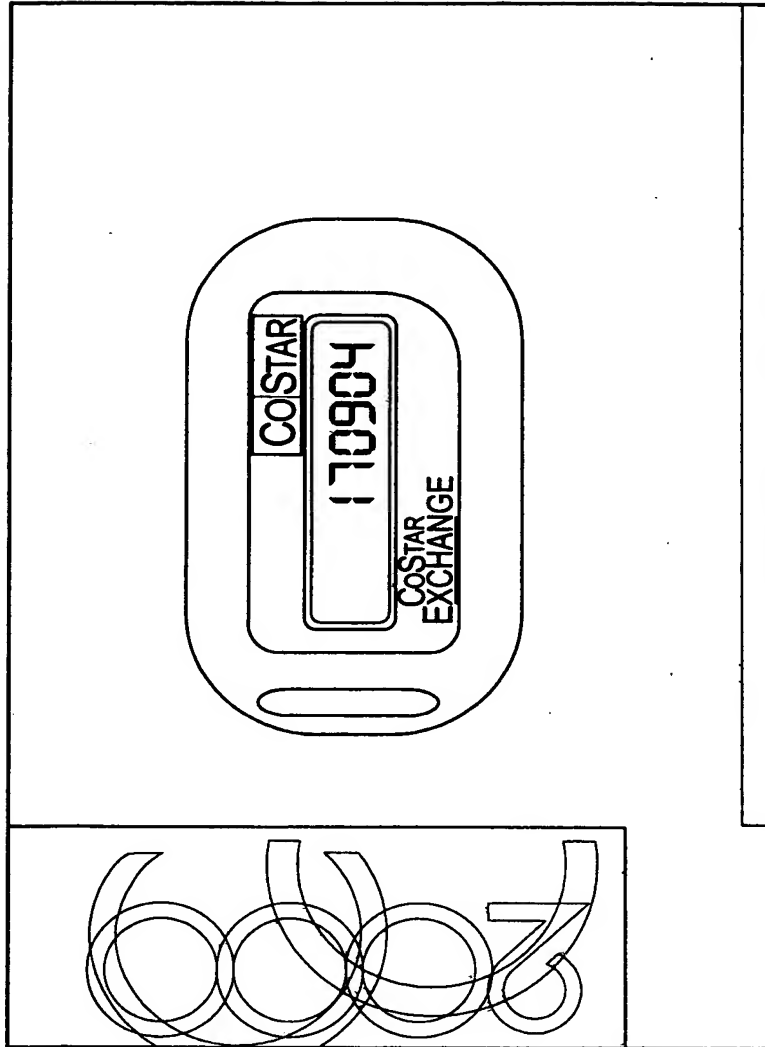


FIG. 34

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit RealGuide Links

Address: <http://www.costargroup.com/show/main/home6/default6.htm> Go

CoSTAR GROUP

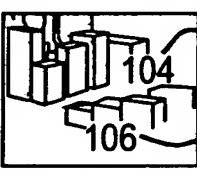
100

- News
- Market Trends
- Events
- Products
- Company Info
- Stockholders
- Support
- Contact Us
- Employment
- Site Map

108

For Sale For Lease Tenants Sale Comps

Welcome to CoStar Exchange



COSTAR EXCHANGE
\$30.6 Billion
Commercial & Investment
Sale Properties

Lookup Property Search Database Add Listing

Saved searches, alerts, subscription membership, professional profile, demo, FAQ, Confidential listings, buyer/seller match, forms & contracts, help

Exchange is truly an industry breakthrough - with 39,417 detailed listings - integrated into the widest range of on-line services ever offered. Never before has the commercial real estate market had such capability in searching, sorting, reporting, tracking and underwriting - for so many properties.

Top News Monday, December 28, 1999

Money Centric
by Mark Heschmeyer

Forget real estate, these days REITS are making serious money in the telecom business. Some of the nation's largest property owners have been cashing in at the stock market by making targeted, pre-IPO investments in the relatively new proliferation of building-based providers of broadband communications services to businesses. Go to full story...

Regional

Franklin Court Sold for \$115 Million

Boardroom

Where Are We Growing?

REIT

Shopping Center REITs Join Forces

Top Events

1/12/00 DC CCIM Annual Forecase

FIG.35

<input type="checkbox"/> Saved search list - Microsoft Internet Explorer <input type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Favorite <input type="checkbox"/> Tools <input type="checkbox"/> Help																											
COSTAR EXCHANGE																											
<div> <div>Lookups</div> <div> <input type="checkbox"/> New Search <input type="checkbox"/> Saved Searches <input type="checkbox"/> Add Listing <input type="checkbox"/> Alerts <input type="checkbox"/> Profile <input type="checkbox"/> Buyer Match <input type="checkbox"/> Forms/Contracts <input type="checkbox"/> Demo <input type="checkbox"/> FAQ <input type="checkbox"/> Help </div> </div>																											
<div> <div>Saved Searches</div> <div> <p>Listed are searches that you previously saved. To view the results, click the Search Description. You can change the Notification for a search by clicking it's current status.</p> <table border="1"> <thead> <tr> <th>Description</th> <th>Created</th> <th>Notification?</th> </tr> </thead> <tbody> <tr> <td><u>Saved Search 1 Office for M. Smith</u></td> <td>01/02/99 06:01:26 PM</td> <td>YES</td> </tr> <tr> <td><u>Saved Search 2 Office in VA for Rob Jones</u></td> <td>01/02/99 08:23:22 PM</td> <td>YES</td> </tr> <tr> <td><u>Saved Search 3 Industrial for Mike</u></td> <td>01/03/99 11:54:48 AM</td> <td>NO</td> </tr> <tr> <td><u>Saved Search 4 Industrial in DC</u></td> <td>01/03/99 02:45:51 PM</td> <td>NO</td> </tr> <tr> <td><u>Saved Search 5 Hotels for sale in NW region</u></td> <td>01/03/99 03:12:43 PM</td> <td>YES</td> </tr> <tr> <td><u>Saved Search 6 Vacant lots on east coast</u></td> <td>01/05/99 01:28:23 PM</td> <td>YES</td> </tr> <tr> <td><u>Saved Search 7 Office, DC, MD, & VA</u></td> <td>01/05/99 06:31:30 PM</td> <td>YES</td> </tr> </tbody> </table> <p>< Back to <u>Results List</u></p> </div> </div>				Description	Created	Notification?	<u>Saved Search 1 Office for M. Smith</u>	01/02/99 06:01:26 PM	YES	<u>Saved Search 2 Office in VA for Rob Jones</u>	01/02/99 08:23:22 PM	YES	<u>Saved Search 3 Industrial for Mike</u>	01/03/99 11:54:48 AM	NO	<u>Saved Search 4 Industrial in DC</u>	01/03/99 02:45:51 PM	NO	<u>Saved Search 5 Hotels for sale in NW region</u>	01/03/99 03:12:43 PM	YES	<u>Saved Search 6 Vacant lots on east coast</u>	01/05/99 01:28:23 PM	YES	<u>Saved Search 7 Office, DC, MD, & VA</u>	01/05/99 06:31:30 PM	YES
Description	Created	Notification?																									
<u>Saved Search 1 Office for M. Smith</u>	01/02/99 06:01:26 PM	YES																									
<u>Saved Search 2 Office in VA for Rob Jones</u>	01/02/99 08:23:22 PM	YES																									
<u>Saved Search 3 Industrial for Mike</u>	01/03/99 11:54:48 AM	NO																									
<u>Saved Search 4 Industrial in DC</u>	01/03/99 02:45:51 PM	NO																									
<u>Saved Search 5 Hotels for sale in NW region</u>	01/03/99 03:12:43 PM	YES																									
<u>Saved Search 6 Vacant lots on east coast</u>	01/05/99 01:28:23 PM	YES																									
<u>Saved Search 7 Office, DC, MD, & VA</u>	01/05/99 06:31:30 PM	YES																									
<input type="checkbox"/> Done <input type="checkbox"/> Internet																											

FIG.36

Alert Settings - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR
EXCHANGE

Your Alert Settings

CoStar Exchange monitors your Saved Searches and Alerts you when new listings are added which match your search criteria.

☐ Saved Alerts are off.

☐ There are currently 0 Saved Searches being monitored.

☐ Alerts are sent to spark@rig.com

☐ CoStar Exchange will notify you once per day.

Turn Alerts on

Change

Change or Test

Change

Lookup

New Search

Saved Searches

Add Listing

Alerts

Profile

Buyer Match

Forms/Contracts

Demo

FAQ

Help

Done

Internet

FIG. 37

Professional Profile - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

Lookup

New Search

Saved Searches

Add Listing

Alerts

Profile

Buyer Match

Forms/Contracts


Demo

FAQ

Help

Professional Profile

Your Professional Profile will help us customize your interactive experience on this site. Please fill it out completely. Enter any information you believe helps us to accurately reflect your professional background in commercial real estate.

 All information is confidential. Your profile will be shared only with your approval when you request Propriety Listing Information or submit capabilities identification. Please read [privacy policy](#) for more details.

Thank You.

First Name:

Last Name:

Title:

Company:

E-mail Address:

Telephone:

Fax:

Address 1:

Address 2:

City:

State:

Zip:

Principal: ☒

Broker: ☐

Other CRE Professional: ☐

Memberships:

Property Interest: ☐ Office ☐ Industrial ☐ Multi-Family ☐ Hospitality ☐ Retail ☐ Land ☐ Other

Location Interests:

Transaction Range (\$): to

Purchase Structure: ☒ Leveraged ☐ Cash

Transaction History: Please summarize up to 10 key transactions you have been involved in during the past two years. Include for each: property value, type, city and closing date(s).
(e.g. \$4,500,000 Office, LA, 3/99)

I'm interested in: ☐ Subscription Membership ☐ Listing Properties in Exchange ☐ Banner Advertising

FIG.38

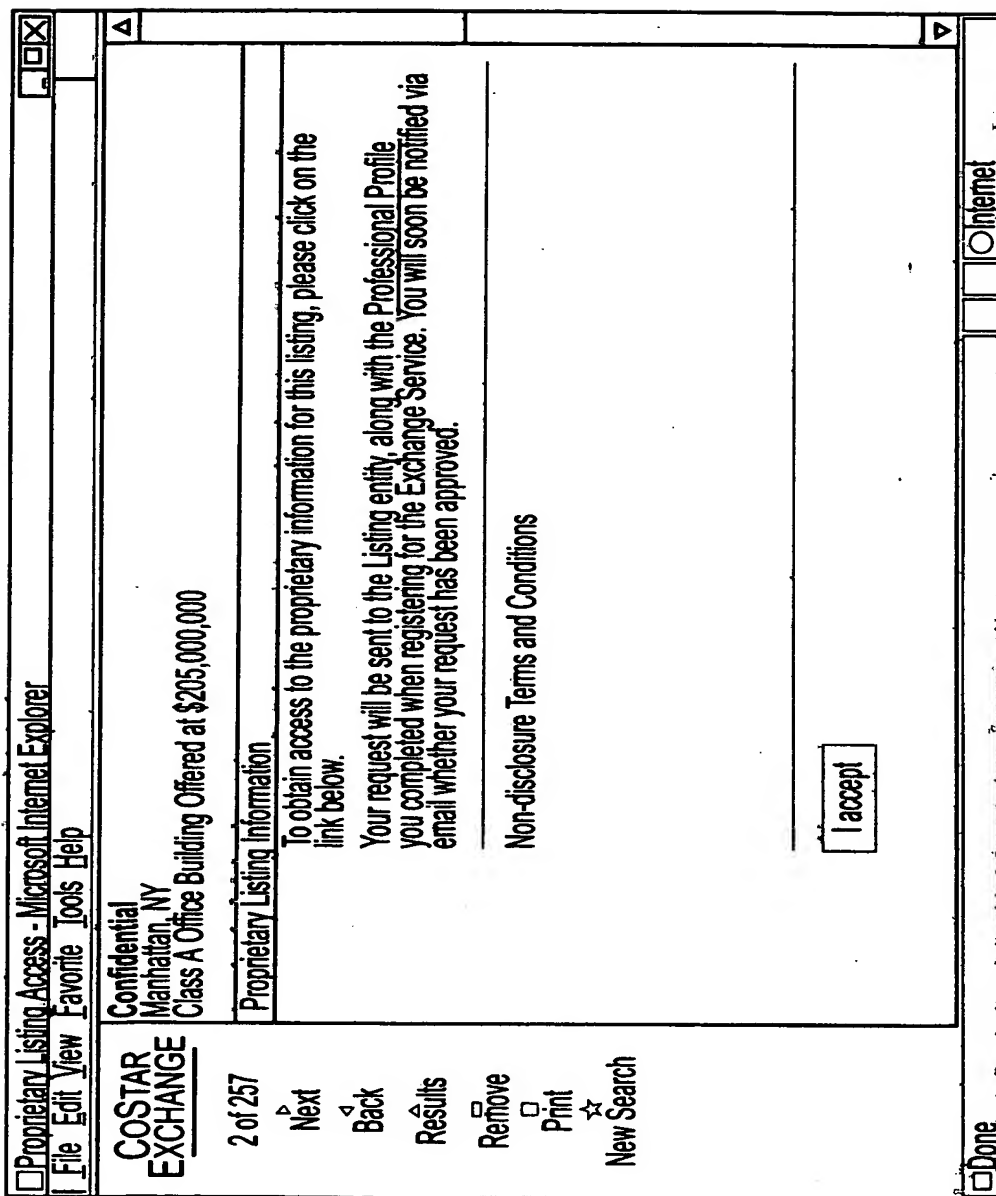


FIG.39

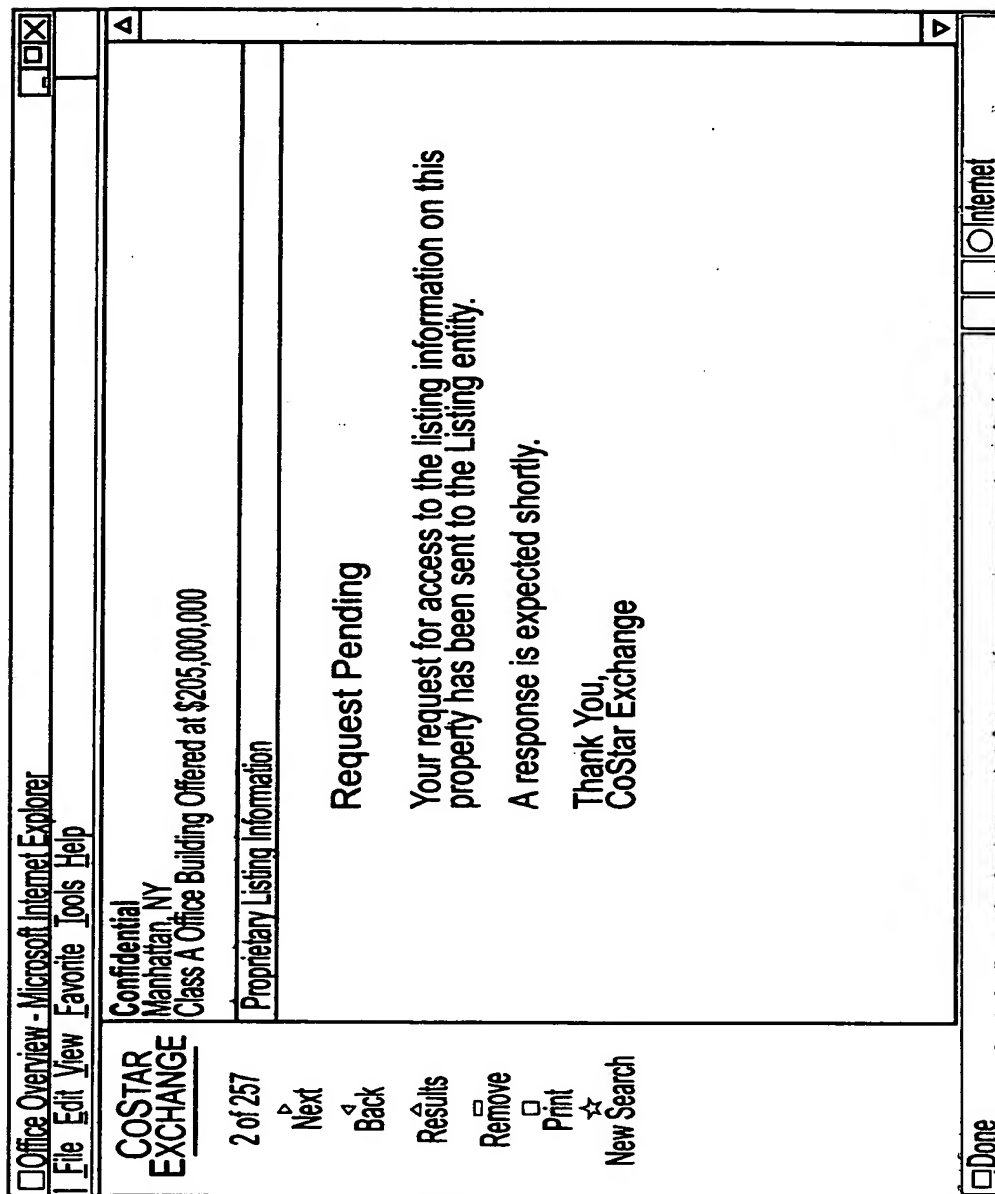


FIG.40

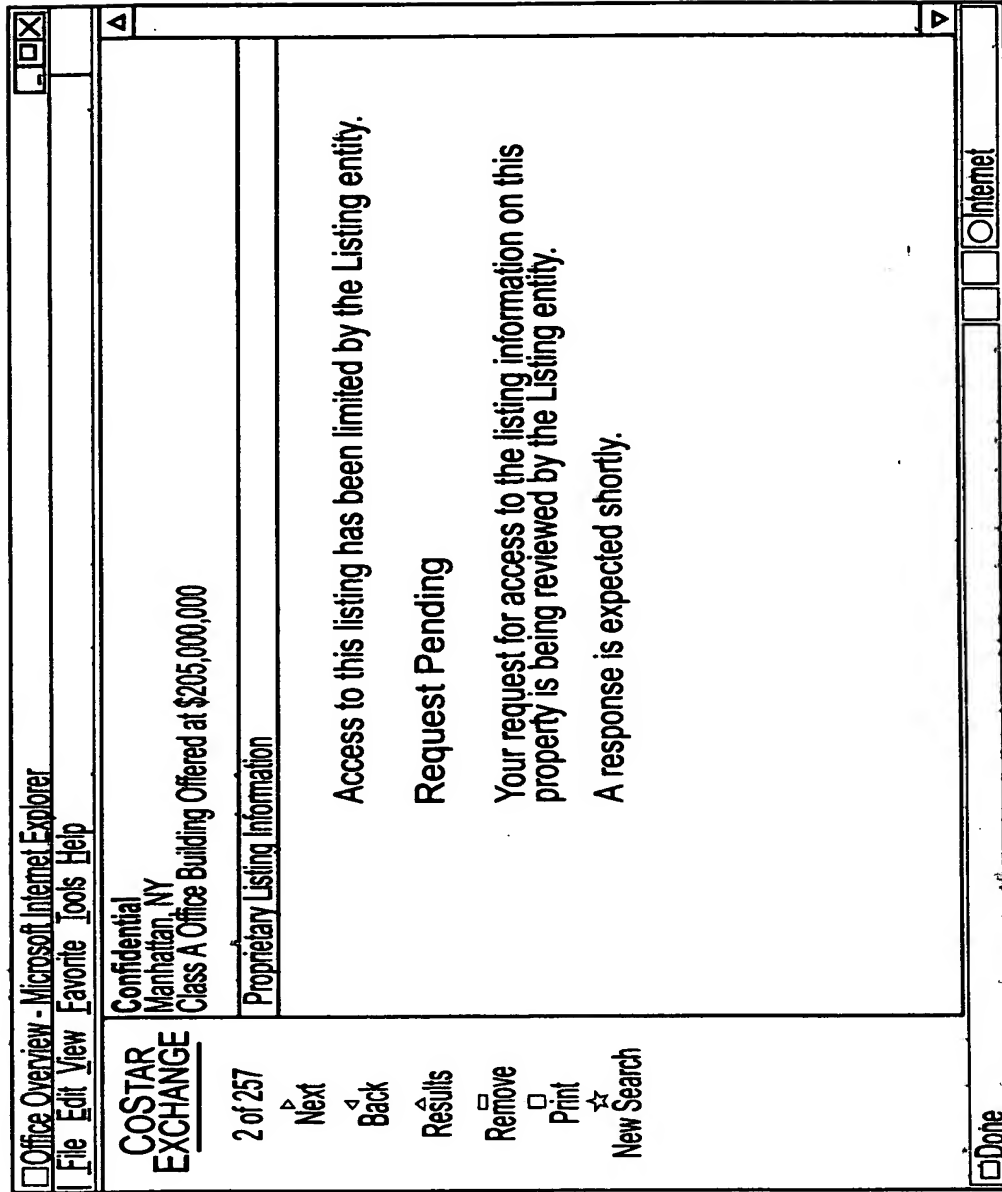


FIG.41

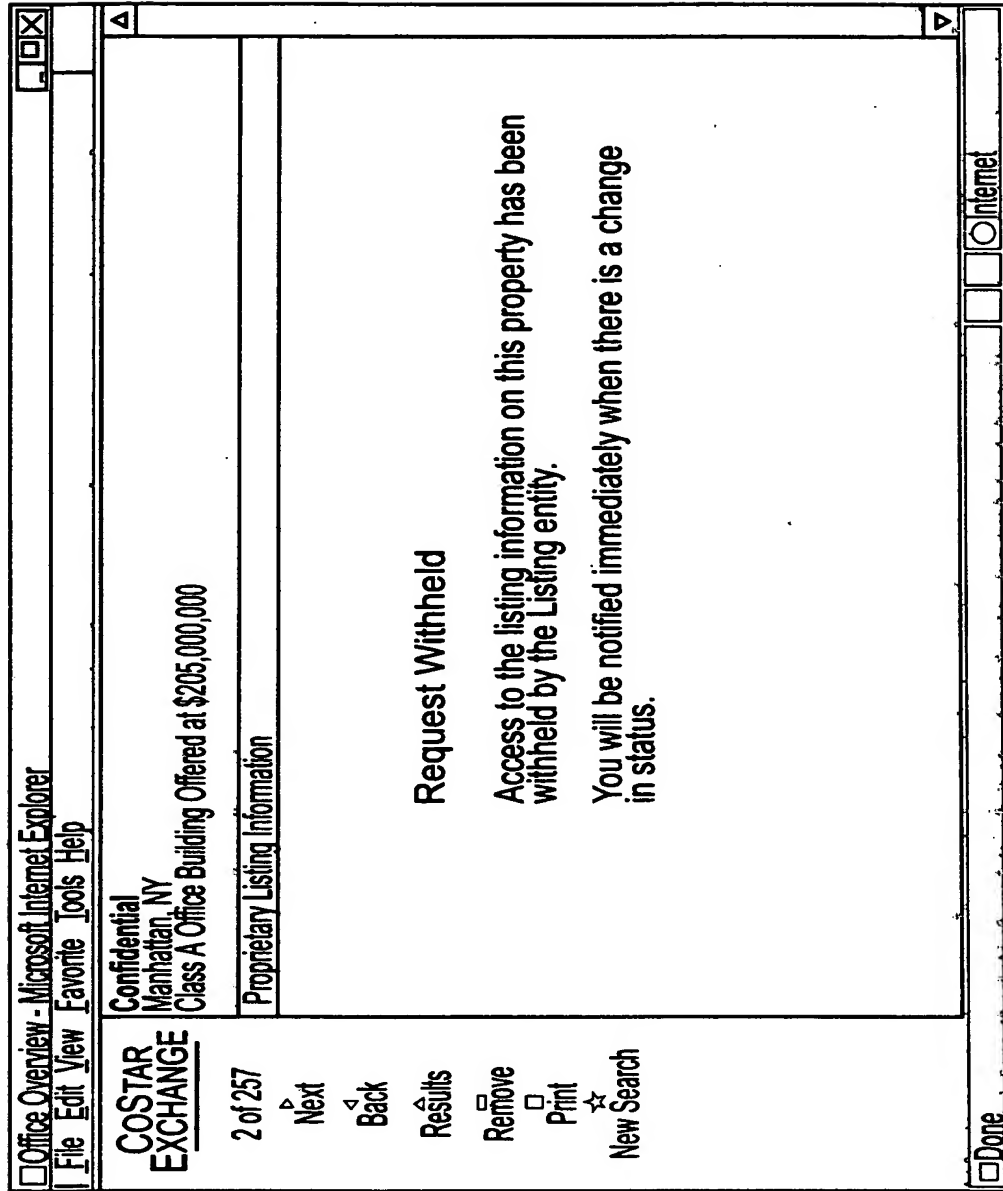


FIG.42

CoStar Exchange Homepage - Microsoft Internet Explorer
File Edit View Favorite Tools Help

**COSTAR
EXCHANGE**

Property Look Up

Lookup
Search
Saved Searches
Add Listing
Alerts
Profile
Buyer Match
Forms/Contracts
Demo
FAQ
Help

Enter Property Address, Name, Building Park, City, Submarket, Listing Company, or Listing Number to find:

Now, enter the State you are looking in:

Alabama

Done Internet

FIG.43

COSTAR EXCHANGE

Property Look Up Results List

Exchange Home

Print Results

New Lookup

Address	City	St	Pric	SF Size	Price/S	Cap	Type
1287 Central Park Plz	O'Fallon	IL	\$12,500,000	141,28	\$8		Retail
520 S Lafayette Park Pl	Los Angeles	CA	\$6,200,000	88,649	\$7		Office
16350 Park 10 Pl	Houston	TX	\$5,071,220	73,712	\$6	11.00	Office
8701 Park Place Blvd	Houston	TX	\$5,000,000	148,00	\$3		Indust
16360 Park 10 Pl	Houston	TX	\$4,878,650	68,394	\$7	8.00	Office
790 Park Pl	Long Beach	CA	\$3,200,000	75,000	\$4		Indust
5121 Parkway Plaza Blvd	Charlotte	NC	\$2,550,000	23,000	\$111		Office
6-9 Park Pl	Lodi	CA	\$875,00	28,000	\$3		Indust
1975 Park Pl N	Atlanta	GA	\$600,00	10,352	\$5		Office
7627 Park Place	Green Oak Two	MI	\$525,00	11,400	\$4		Indust
1950 Park Pl N	Atlanta	GA	\$450,00	6,000	\$7		Office
Park Pl	Kissimmee	FL	\$450,00				Land
1021 Park Pl	Wilmington	DE	\$279,00	2,000	\$140		Office
11362 Monier Park Pl	Rancho Cordova	CA	\$250,00	5,000	\$5		Indust
46 Park Pl	Branford	CT	\$225,00				Land
11358 Monier Park Pl	Rancho Cordova	CA	\$213,75	3,750	\$5		Indust
1801 Park Court Pl	San Jose	CA	\$107,20	13,400	\$		Land
Park Plaza Dr	Cerritos	CA					Land
Cherry Park Dr @ Copper...	Houston	TX					Land
Park Plaza Dr	Cerritos	CA					Land

FIG.44

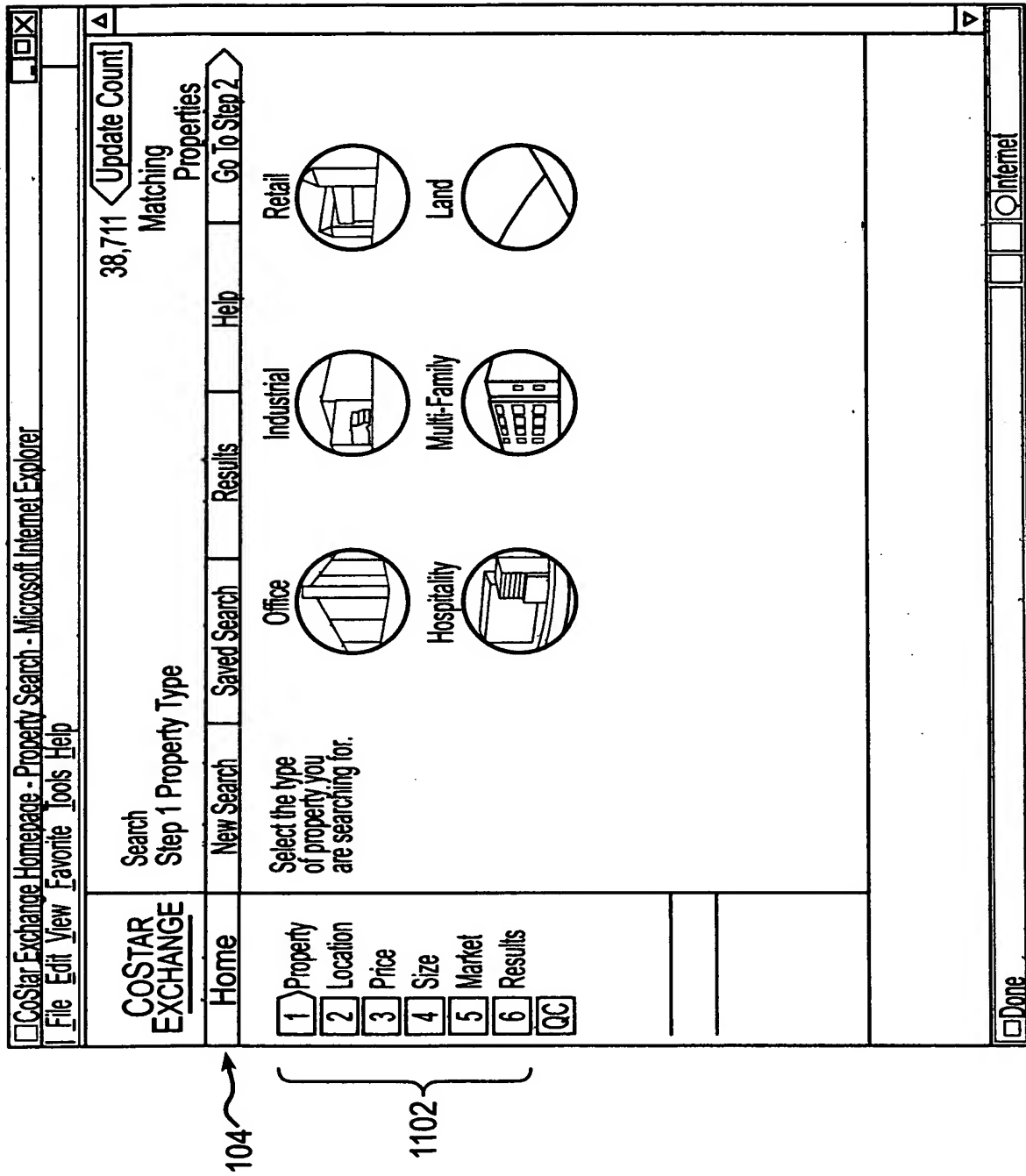


FIG.45

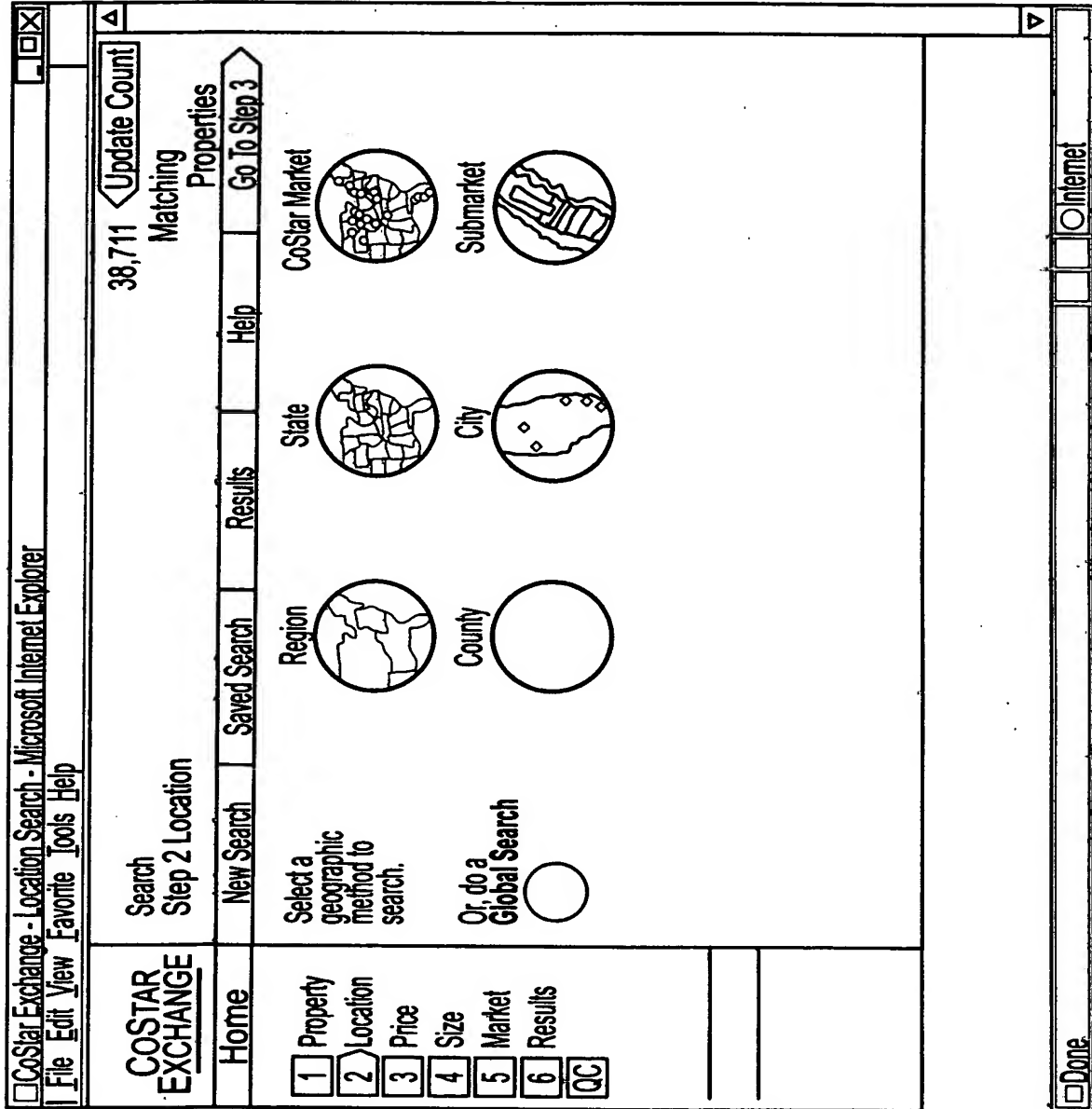


FIG.46

Search By Region

**COSTAR
EXCHANGE**

Search
Step 2 Location

1

2 Location

3

4

5

6

Home

New Search

Saved Search

Results

Help

G

Select one or more regions from the map:

Your Selections

West
Midwest
Southwest
Northeast
Mid-Atlantic
Southeast

Click once to select, again to clear.

↩ [Select a different geographic method](#)

FIG.47

<input type="checkbox"/> http://208.205.186.21/Exchange/Query/Search/PriceOffice.asp - Microsoft Internet Explorer <input type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Favorite <input type="checkbox"/> Tools <input type="checkbox"/> Help		<input type="checkbox"/> 38,711 <input type="button" value="Update Count"/>	
COSTAR EXCHANGE		Search Step 3 Price	
Home		Matching Properties	
<input type="button" value="New Search"/> <input type="button" value="Saved Search"/> <input type="button" value="Results"/> <input type="button" value="Help"/> <input type="button" value="Go To Step 4"/>		<input type="button" value="Go To Step 4"/>	
Specify the financial condition of your search. You can choose both high and low ranges or just one condition.			
<input type="button" value="Key Indicators"/>			
Sale Price <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> %			
Price/SF <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> %			
Cap Rate <input type="text"/> % <input type="text"/> To <input type="text"/> % <input type="text"/> To <input type="text"/> % <input type="text"/> To <input type="text"/> %			
<input type="button" value="Annual Income Values"/>			
Gross Income <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
Net Operating Income <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
Pre Tax Cash Flow <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
<input type="button" value="Financing"/>			
Down Payment <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
Loan Amount <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
Loan Payment <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
<input type="radio"/> Annual <input type="radio"/> Monthly			
<input type="button" value="Assessed Values"/>			
Assessed Land Value <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
Assessed Improvement <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
Total Assessed Value <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$ <input type="text"/> To <input type="text"/> \$			
Ratio of Land/Improvements <input type="text"/> % <input type="text"/> To <input type="text"/> % <input type="text"/> To <input type="text"/> % <input type="text"/> To <input type="text"/> %			
Asking Price/Assessed Value <input type="text"/> % <input type="text"/> To <input type="text"/> % <input type="text"/> To <input type="text"/> % <input type="text"/> To <input type="text"/> %			
<input type="button" value="Done"/>		<input type="button" value="Internet"/>	

FIG.48

CoStar Exchange - Size Search - Microsoft Internet Explorer

File Edit View Favorites Tools Help

COSTAR EXCHANGE

Search Step 4 Size

38,711 [Update Count](#)

Matching Properties

Home New Search Saved Search Results Help [Go To Step 5](#)

Specify the size and features you want CoStar Exchange to find.

1 Property

2 Location

3 Price

4 Size

5 Market

6 Results

QC

Size

Total Rentable Space SF To

Typical Floor Size SF To

Stories To

Characteristics

Year Built To

Year Built or Renovated To

Total Available SF To

Percent Leased To %

Asking Rental Rates/SF \$ To

Building Class ☐ A ☐ B ☐ C

Use ☐ Income Property ☐ Owner/User

Occupancy ☐ Multi Tenant ☐ Single Tenant

Occupancy ☐ Multi Tenant ☐ Single Tenant

Building Status ☐ Existing ☐ Under Construction ☐ Proposed

Flex Buildings ☐ Do Not Include

Company

Listing Brokerage Company

☐ Done ☐ Internet

FIG.49

50/74

COSTAR EXCHANGE						Search Step 4 Size	38,711	Update Count
Home						New Search	Saved Search	Results
						Help	Matching Properties	Get Results
Specify the market conditions you want CoStar Exchange to find.								
Vacancy & Absorption								
1	Property	Vacancy Rate	In Region		To		%	
2	Location		In Submarket		To		%	
3	Price	Point Increase Last 12 Months	In Region		To			
4	Size		In Submarket		To			
5	Market	Point Decrease Last 12 Months	In Region		To			
6	Results		In Submarket		To			
QC		12 Months Gross Absorption	In Region		To		SF	
			In Submarket		To		SF	
		12 Months Net Absorption	In Region		To		SF	
			In Submarket		To		SF	
		Asking Rental Rates/SF	In Region	\$		To		
			In Submarket	\$		To		
Inventory Ratios								
		Ratio of Net Absorption/Inventory	In Region		To			
			In Submarket		To			
		Ratio of Gross Absorption/Inv	In Region		To			
			In Submarket		To			
		Ratio of Under Construction/Inv	In Region		To			
			In Submarket		To			
Inventory								
		Total Building Inventory SF	In Region		To			
			In Submarket		To			
		Average Building Size SF	In Region		To			
			In Submarket		To			
		Number of Buildings	In Region		To			
			In Submarket		To			
		Under Construction SF	In Region		To			
			In Submarket		To			

FIG.50

FIG. 51



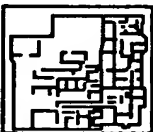

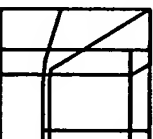
<input type="checkbox"/> Saved Searches - Microsoft Internet Explorer File Edit View Favorite Tools Help			
COSTAR EXCHANGE			
Lookup New Search Saved Searches Add Listing Alerts Profile Buyer Match Forms/Contracts Demo FAQ Help		Saved Search Saving your search saves the conditions of the current search making it easy for you to re-run this search again later. 1 Enter a descriptive name for this search. You'll use this name to find it again later. <input type="text" value="Saved Search #1"/>	Related Tasks Setup my Alerts Work with Other Searches I've saved
		2 Would you like CoStar Exchange to automatically Alert you when new properties are added that match the conditions in this search? <input checked="" type="radio"/> Yes <input type="radio"/> No	
		<input type="button" value="Save"/>	
<input type="checkbox"/> Done		<input type="checkbox"/> Internet	

FIG.52

**COSTAR
EXCHANGE**

of
 ▶ Next
 ◀ Back
 Results
 Remove
 Print
 ☆
 New Search

9911 West Pico Blvd
Century Park Center
 Los Angeles, California
 Class A Office Building of 282,000 SF Offered at \$49,500,000

Overview	Financial	Tenants	Market	Comps	Map
 Building	Investment Summary				
	Price:	\$49,500,000	Building Size:	282,000SF	
	Price/SF:	\$175.98	Land Area:	16,560SF	
	Cap Rate:	8.52%	Year Built:	1973, Renov 1987	
	Percent Leased:	96.0%	Sales Status:	Under Contract	
	Highlights				
	The property offers upside potential in the rental income. It has maintained historically high occupancy of 90% or greater. Credit tenants account for 65% of the leased space and included Source Capital and several others. The building was completely renovated in 1987 at a cost of over \$6,000,000.				
 Lobby	Property Description				
	Building Size:	282,000SF	Building Class:	Class A	
	Number of Floors:	16	Land Area:	16,560SF	
	Typical Floor Size:	13,200SF	Lot Dimensions:	120x180	
	Core Factor:	11.4%	Building FAR:	13.2	
	Elevators:	4	Zoning:	LAC2-VL&O	
 Floor Plan	Percent Leased:	96.0%	Parking Ratio:	3.8:1000SF	
	Available Space:	55,731SF	Open Parking:	350	
	Vacant Space:	23,000SF	Covered Parking:	722	
	Number Tenants:	33	Parking Spaces:	1,072	
	Avg Tenant Size:	8,545SF	Parking Rates:	\$120 Reserved	
 Aerial	▶ Tenants enjoy ocean views and mountain views from all floors. The property is conveniently located between Century Park East and Roxbury Drive.				
 Map	Assessment Values				
	Assmt Land:	\$24,150,000	Property Tax Rate:	1.023%	
	Assmt Improvements:	\$10,350,000	Annual Property Tax:	\$560,000	
	Total Assmt:	\$34,500,000	Property Tax/SF:	\$2.01	
	Location				
	Metro Market: Los Angeles				
	County: Los Angeles				
	Submarket: West Los Angeles				
	Zip Code: 90035				
	Map Book/Page: 41-C-15				
	Block/Lot: Not Specified				
	Parcel Number: 413-01-297				
	▶ Comments about the location will go here				

CONT. ON FIG. 53B

FIG. 53A

CONT.FROM FIG. 53A

Downloads	Building Team
Financial	Property Manager: Arden Realty
Risk & Sensibility	Developer: NoSpecified
Pro Forma Income	Architect: GenslerAssoc
Cash Flow Assumption	CoStar Contact: Andrew Harris
10 Yr Cash Flow Schedule	(301)917-1970 (phone)
Tenant	(800)603-1301 (fax)
Rent Roll	Transaction Guidelines
Other Tenant Info	Sales Status: UnderContract
PIX Tour	Marketing: October7,1999-December14,1999
Pico & Elm	Final Offers: January15,2000
Lobby	Contract Signing: February15,2000
	Closing: April15,2000
	Active on Exchange: October28,1999
	Last Update: November11,1999
	Days on Market: 38
	Presented By
	BeitlerRealtyServices
	825S.Barrington
	LosAngeles,CA90025
	BarryBeitler
	310-820-2955(phone)
	310-820-2956(fax)
	www.beitler.com

FIG.53B

Office Financial - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

2 of 257

Next
Back
Results
Remove
Print
New Search

9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

Financial Overview

Price: \$49,500,000
Price/SF: \$175.98
Use: Income Property
Cap Rate: 8.52%

Financial Worksheet

Change a field in the worksheet and click "calculate" to refresh the section with new numbers.

Down Payment:	\$2,308,150	Price: \$	20,000,000
New Loan:	\$20,000,000.00	Cap Rate:	5.00 %
Net Operating Income:	\$1,000,000	Down Payment:	30 %
Loan Payment:	\$520,012	Interest Rate:	0.00 %
Pre-Tax Cash Flow:	\$172,433	Loan Term:	30

Calculate

Income & Expense

Gross Income:	\$6,627,000	Taxes:	\$560,000
Other Income:	\$1,405,000	Insurance:	\$109,784
Vacancy Allowance:	\$(401,600)	Utilities:	\$871,090
Operating Expenses:	\$(3,418,200)	Wages:	\$423,691
Net Operating Income:	\$4,218,200	Maintenance:	\$409,000
Loan Payment:	\$(3,381,948)	Management:	\$275,000
Pre-Tax Cash Flow:	\$836,252	Misc/Reserves:	\$813,635
Current Asking Rent/SF:	\$26.10	Total Est Expenses:	\$(3,412,200)
Est Average Rent/SF:	\$23.50	Est Expenses/SF:	\$12.10

Existing Financing

Lender:	First Union	Existing Loan:	\$925,000
Loan Payment:	\$88,368	Interest Rate:	8.0
Due Date:	November 1, 2027	Loan Term:	30

Done Internet

FIG.54

Office Tenants - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

2 of 257

Next

Back

Results

Remove

Print

New Search

9911 West Pico Blvd.
 Century Park Center
 Los Angeles, California
 A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

Tenant information provided by CoStar Tenant

Tenants Tracked

Suite	Tenant	Occupancy SF	Bldg %	Industry	Expires	Est Rent
102	Tenant Healthcare	30,688	10.9%	Health	1/2/03	\$21.00
205	Micromedia New England Corporation	13,850	4.9%	Media		
550	Source Capital	13,841	4.9%	Financial		
110	US Post Office			Government		
200	24 Hour Fitness			Retail		
300	Hoover & Chase Attorneys			Legal		
920	Eagle Financial			Legal		
1600	Mario's Nightclub			Service		
Tenant Subtotals:		74,880	26.5%			
Unspecified Tenants:		147,389	52.3%			
Vacant Space:		55,731	19.8%			
Building Total:		282,000	100.0%			

Tenant Analysis

Tenants in Building:	33	Percent Occupied:	96.0%
Average Tenant Size:	8,554 SF	Est Rollover Next 12 Months:	25,450 SF
Average Lease Term:	31 Months	Est Rollover next 36 Months:	36,500 SF
Est Average Rent/SF:	\$23.50	Current Asking Rent/SF	\$26.10

Tenant Notes

Any tenant notes will go here and if there are none, this section will be suppressed.

Done Internet

FIG.55

Office Market - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

2 of 257
Next
Back
Results
Remove
Print
New Search

9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

Market information provided by CoStar Property

Size Vacancy

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Number of Buildings:	1	320	1,268	7,225
Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF
Average Building Size:	282,000 SF	131,515 SF	48,731 SF	46,864 SF
Average Tenant Size:	8,545 SF	7,500 SF	7,105 SF	6,642 SF
Average Building Age:	26 YRS	21 YRS	19 YRS	17 YRS
Percent Leased:	96.0%	94.6%	91.0%	85.8%
# Available Spaces:	12	854	1,426	9,476
Available Space:	23,000 SF	4,372,598 SF	7,836,351 SF	58,802,084 SF
Avg Available Space:	23,000 SF	36,500 SF	21,500 SF	22,000 SF
Vacant Space:	23,000 SF	2,932,402 SF	4,483,173 SF	42,846,930 SF
Avg Vacant Space:	23,000 SF	35,000 SF	24,500 SF	23,000 SF
Vacancy Rate:	8.20%	5.40%	6.20%	11.75%
Vacancy YAG:	4.60%	8.70%	8.50%	13.20%
Vacancy Rate vs YAG:	-3.60	+3.30	+2.30	+1.55

Inventory/Absorption

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Total Existing Space:	282,000 SF	40,290,320 SF	59,711,779 SF	326,853,331 SF
Under Construction:	0	1,135,000 SF	1,193,000 SF	3,783,310 SF
Renovation:	0	391,328 SF	559,972 SF	1,718,345 SF
Proposed:	0	268,322 SF	325,383 SF	6,235,367 SF
Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF
12 Months Gross Absp:	40,174 SF	3,698,607 SF	15,811,532 SF	24,260,592 SF
12 Months Net Absp:	15,656 SF	848,195 SF	3,604,829 SF	2,302,255 SF

Price/Rate

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Avg Asking Price/SF:	\$175.98	\$181.90	\$128.60	\$101.55
Avg Asking Rents:	\$26.10	\$30.60	\$30.36	\$28.25
Avg Asking Rents YAG:	\$28.10	\$34.85	\$32.57	\$29.85
Rent Change vs YAG:	+\$2.00	+\$3.45	+\$2.51	+1.16

Updated October 28, 1999

Done Internet

FIG.56

Office Comps - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

2 of 257
 Next
 Back
 Results
 Remove
 Print
 New Search

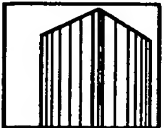
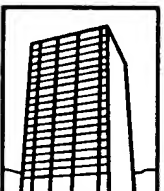
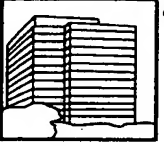
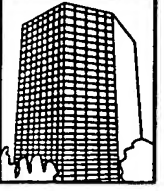
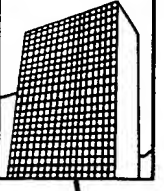
9911 West Pico Blvd.
 Century Park Center
 Los Angeles, California
 A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

Comparable sales information provided by Comps, Inc.

Comparable Sale Properties

Show Comparable Properties Sorted by: 2306

Address	City	Distance	Building Size	Year Built	Sale Price	Price/SF	Cap Rate	Sale Date
 9911 West Pico Blvd • Los Angeles, CA 90401			Building Class: Class A Office Building Size: 245,413 SF # of Floors: 16 Floors Year Built: 1981		Price: \$49,500,000 Price/SF: \$199.83/SF Cap Rate: N/A			
Subject Property Full Details								
 100 Wilshire Blvd • GTE Building • Santa Monica, CA 90401			Building Class: Class A Office Building Size: 245,414 SF # of Floors: 16 Floors Year Built: 1968		Sold Price: \$90,000,000 Price/SF: \$177.65/SF Cap Rate: N/A Sale Date: June 3, 1996			
Buyer: Lehman Brothers Partnership Corporation 0.1 miles from Subject Full Details								
 401 Wilshire Blvd • First Federal Square • Santa Monica, CA 90401			Building Class: Class A Office Building Size: 325,249 SF # of Floors: 16 Floors Year Built: 1971		Sold Price: \$90,000,000 Price/SF: \$177.65/SF Cap Rate: N/A Sale Date: June 5, 1996			
Buyer: Douglas Emmett 0.1 miles from Subject Full Details								
 11755 Wilshire Blvd • Wilshire Landmark I • Los Angeles, CA 90401			Building Class: Class A Office Building Size: 317,249 SF # of Floors: 16 Floors Year Built: 1986		Sold Price: \$90,000,000 Price/SF: \$173.77/SF Cap Rate: 8.00% Sale Date: June 15, 1998			
Buyer: CALSTRS 0.4 miles from Subject Full Details								
 1900 Avenue of the Stars • Wilshire Landmark I • Los Angeles, CA 90401			Building Class: Class A Office Building Size: 596,384 SF # of Floors: 16 Floors Year Built: 1969/1992		Sold Price: \$90,000,000 Price/SF: \$173.77/SF Cap Rate: 8.00% Sale Date: June 28, 1998			
Buyer: Divco West Properties 0.5 miles from Subject Full Details								

2302 2304

Done Internet

FIG.57

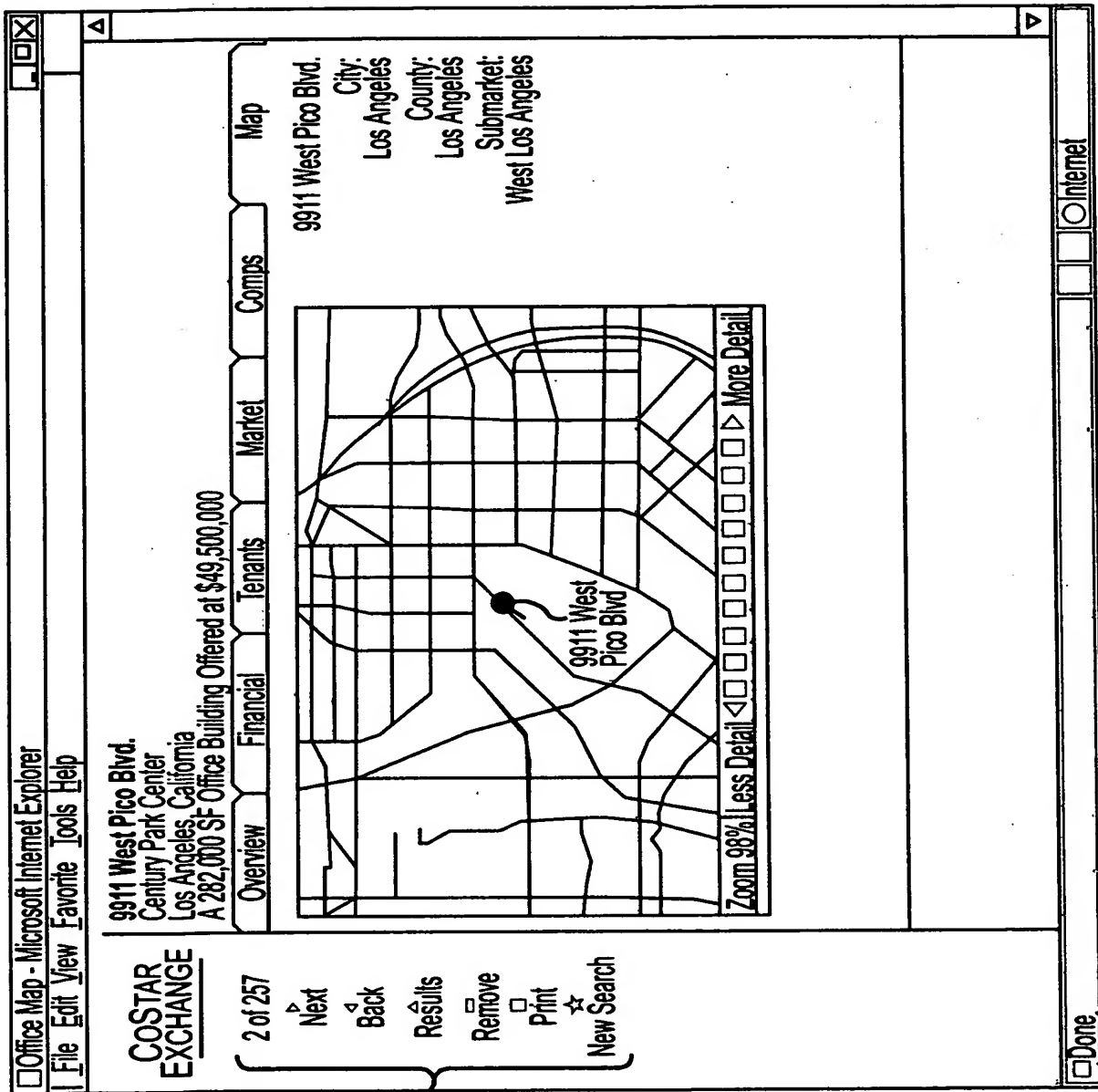
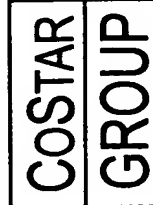


FIG. 58



Product & Services Corporate Info Support Contact Us Site Map

Building Questionnaires

Please select the type of property you wish to profile in CoStar Property:

If you prefer to fax your questionnaire, click on the link to download the corresponding form in PDF format*.

o **For Lease Properties**

o Office

o Industrial

o Office

o Industrial

o **For Sale Properties**

o *Coming Soon!*

Please note: Data that is submitted by this questionnaire will be transmitted to CoStar Group's Research Division for entry into CoStar Property. This does not submit data directly into CoStar Property. For more information, please contact CoStar Group at info@costargroup.com.

Home Products & Services Corporate Info Support Contact Us Site Map

Terms of Use Privacy Policy Photo Restrictions Contact Us

FIG.59

**COSTAR
GROUP**

Product & Services Corporate Info Support

Contact Us Site Map

Office Building Questionnaire Basic Building Information

Page 1 of 6

NOTE: Fields in **boldface** are required

Entered By Jo Do		E-mail Address jo@do.com		<input checked="" type="checkbox"/> I am the Leasing Contact Building Web Site Address <input type="text"/>	
Building Address Do Building		Building Park <input type="text"/>		Submarket <input type="text"/>	
Building Name <input type="text"/>		City Washington		County DC	
State DC		Zip Code 20004		Parking <input type="text"/>	
Building Status <input checked="" type="radio"/> Existing <input type="radio"/> Under Construction <input type="radio"/> Under Renovation <input type="radio"/> Proposed <input type="radio"/> Land		Building Type <input checked="" type="radio"/> Office <input type="radio"/> Condo/Coop <input type="radio"/> Professional/Medical		Parking Ratio: <input type="text"/> /1000 Covered: <input type="text"/> <input type="radio"/> Yes <input type="radio"/> No Monthly Rate: \$ <input type="text"/>	
Total Rentable Building Area 10,000 SF		Stories 5		Surface: <input type="text"/> <input type="radio"/> Yes <input type="radio"/> No Monthly Rate: \$ <input type="text"/>	
Land Area <input type="text"/>		Year Built <input type="text"/>		Owner Occupied <input type="radio"/> Yes <input type="radio"/> No	
<input type="radio"/> SF <input type="radio"/> Acres		Year Renovated <input type="text"/>		Zoning <input type="text"/>	
Typical Floor Size <input type="text"/> SF		Tenancy <input type="radio"/> Multi <input type="radio"/> Single			

FIG.60

Loss/Core Factor

%

Elevator

☐ Passenger

☐ Freight

#

#

Clear

Suite Level Information >>>

Home

Products & Services

Corporate Info

Support

Contact Us

Site Map

Terms of Use

Privacy Policy

Photo Restrictions

Contact Us

FIG.61

COSTAR**GROUP**

Product & Services Corporate Info

Support

Contact Us

Site Map

Office Building Questionnaire

Suite Level Information

Page 2 of 6

Floor		Suite		Smallest		Total		Square Feet Available		Space Type:		Space Use:	
BSMT						Is Divisible ▾		Max Contiguous on Floor		<input checked="" type="radio"/> Relt/Direct <input checked="" type="radio"/> Office <input type="radio"/> New <input type="radio"/> Office/Retail <input type="radio"/> Sublet <input type="radio"/> Retail <input type="radio"/> Medical		Lease Term or Sublet Through Date <input type="text"/> / <input type="text"/>	
Rent/SF (<input type="radio"/> Annually <input type="radio"/> Monthly)		Services		Occupancy		120 Days ▾		▾ / ▾					
\$ <input type="text"/> To \$ <input type="text"/>													
Suite Notes: <div style="border: 1px solid black; height: 40px; width: 100%;"></div>													

Cancel

<< Basic Building Info

Clear

Save Suite Info

Listing Contacts >>

Home

Products & Services

Corporate Info

Support

Contact Us

Site Map

Terms of UsePrivacy PolicyPhoto RestrictionsContact Us**FIG.62**

COSTAR GROUP

Product & Services Corporate Info Support Contact Us Site Map
Office Building Questionnaire Suite Level Information Page 2 of 6

Floor	Suite	Square Feet Available		Space Type:	Space Use:
LBBY		Total (Not Divisible)	Max Contiguous on Floor	Retel/Direct	Office
Rent/SF	Services	5,000	2,500		
To	Occupancy				
		120 Days			
Suite Notes:					

Square Feet Available		Space Type:		Space Use:	
Total	Max Contiguous on Floor	Retel/Direct	Office		
Is Divisible		New	Office/Retail		
		Sublet	Retail		
			Medical		
			Lease Term or Sublet through Date		

Floor	Suite	Smallest	Occupancy
BSMT			120 Days
Rent/SF	Annually	Monthly	Services
\$	To \$		
		120 Days	
Suite Notes:			

Space Summary:
 Total SF Available: 5,000
 Min. Contiguous Available: 5,000
 Max. Contiguous Available: 2,500

<div>COSTAR GROUP</div>		<div>Product & Services Corporate Info</div>		<div>Support Contact Us Site Map</div>	
<div>Office Building Questionnaire Listing Contacts</div>		<div>Page 3 of 6</div>			
<div>Listing Company</div>		<div>Phone Number (w/Area Code)</div>		<div>Support</div>	
<div>Address</div>		<div>Ext</div>		<div>Contact Us</div>	
<div>City, State, ZIP</div>		<div>Fax Number</div>		<div>Site Map</div>	
<div>City, State, ZIP</div>		<div>Web Address</div>			
<div>Agent One</div>		<div>Agent Three</div>			
<div>jo do</div>		<div>Title</div>			
<div>Title</div>		<div>Phone Number (w/ Area Code)</div>			
<div>Phone Number (w/ Area Code)</div>		<div>Ext</div>			
<div>E-Mail Address</div>		<div>E-Mail Address</div>			
<div>do@do.com</div>		<div>Clear</div>		<div>Building Team>></div>	
<div>Cancel</div>		<div><< Suite Level Info</div>			
<div>Home</div>		<div>Products & Services</div>		<div>Corporate Info</div>	
<div>Terms of Use</div>		<div>Privacy Policy</div>		<div>Photo Restrictions</div>	
<div>Contact Us</div>		<div>Support</div>		<div>Site Map</div>	

FIG.64

COSTAR

GROUP

Product & Services

Corporate Info

Support

Contact Us

Site Map

Office Building Questionnaire

Marketing Notes/Amenities

Page 5 of 6

Marketing Notes

Amenities

Atrium

Auditorium

Balconies

Banking

Commuter Rail

Concierge

Conference Facility

Convenience Store

Click once to select, again to deselect

Cancel

<<Building Team

Clear

Major Tenants>>

Home

Products & Services

Corporate Info

Support

Contact Us

Site Map

Terms of Use

Privacy Policy

Photo Restrictions

Contact Us

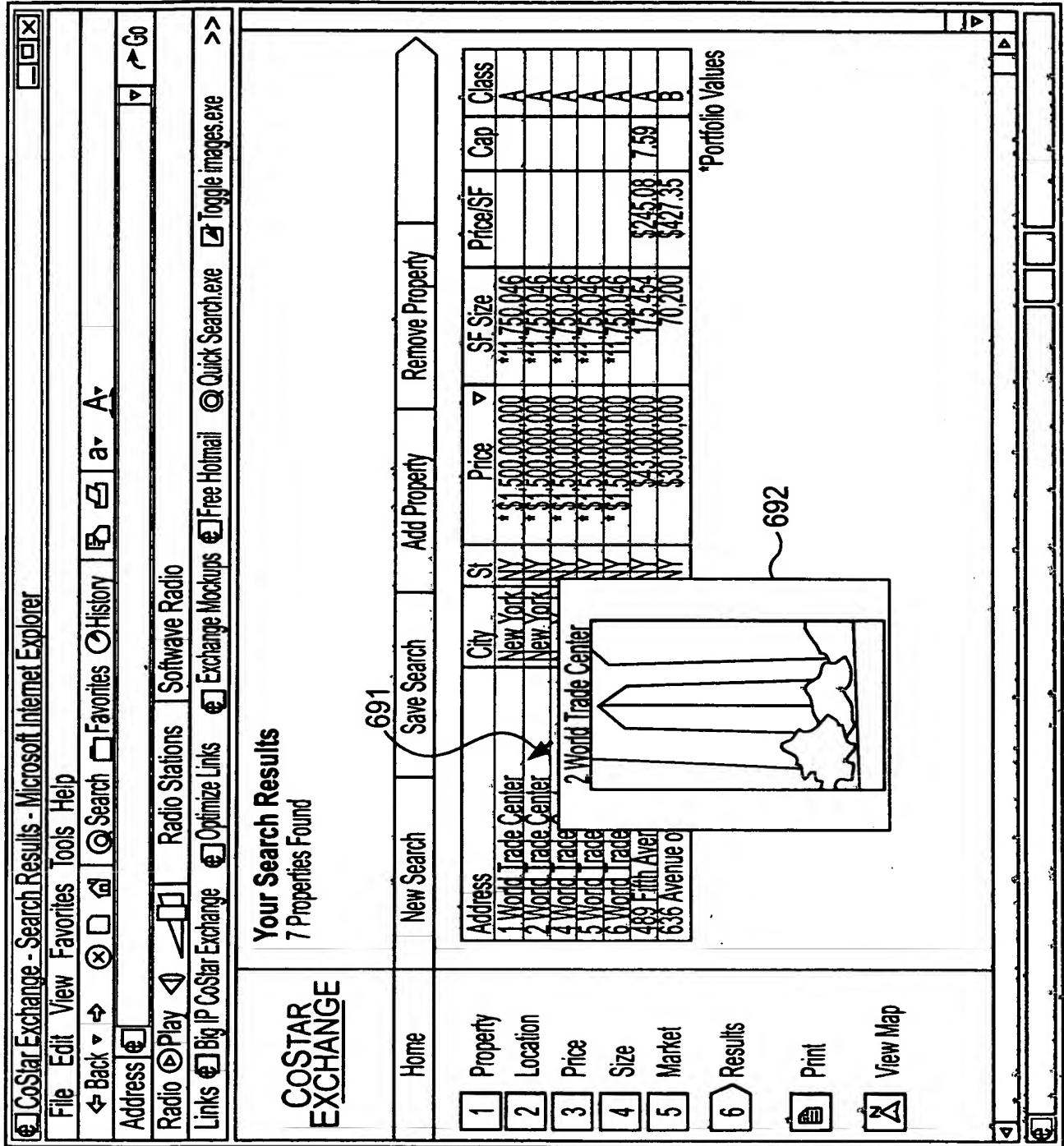
FIG.66

<div>COSTAR</div> <div>GROUP</div>		Product & Services	Corporate Info	Support	Contact Us	Site Map
Office Building Questionnaire		Major Tenants				
# Major Tenant Name	Square Feet					
1.		<div>Add</div>				
<div>Cancel</div> <div><<Amenities/Mkt Notes</div>		<div>Clear</div> <div>Submit Questionnaire</div>				
Home	Products & Services	Corporate Info	Support	Contact Us	Site Map	
<u>Terms of Use</u>	<u>Privacy Policy</u>	<u>Photo Restrictions</u>	<u>Contact Us</u>			

FIG.67

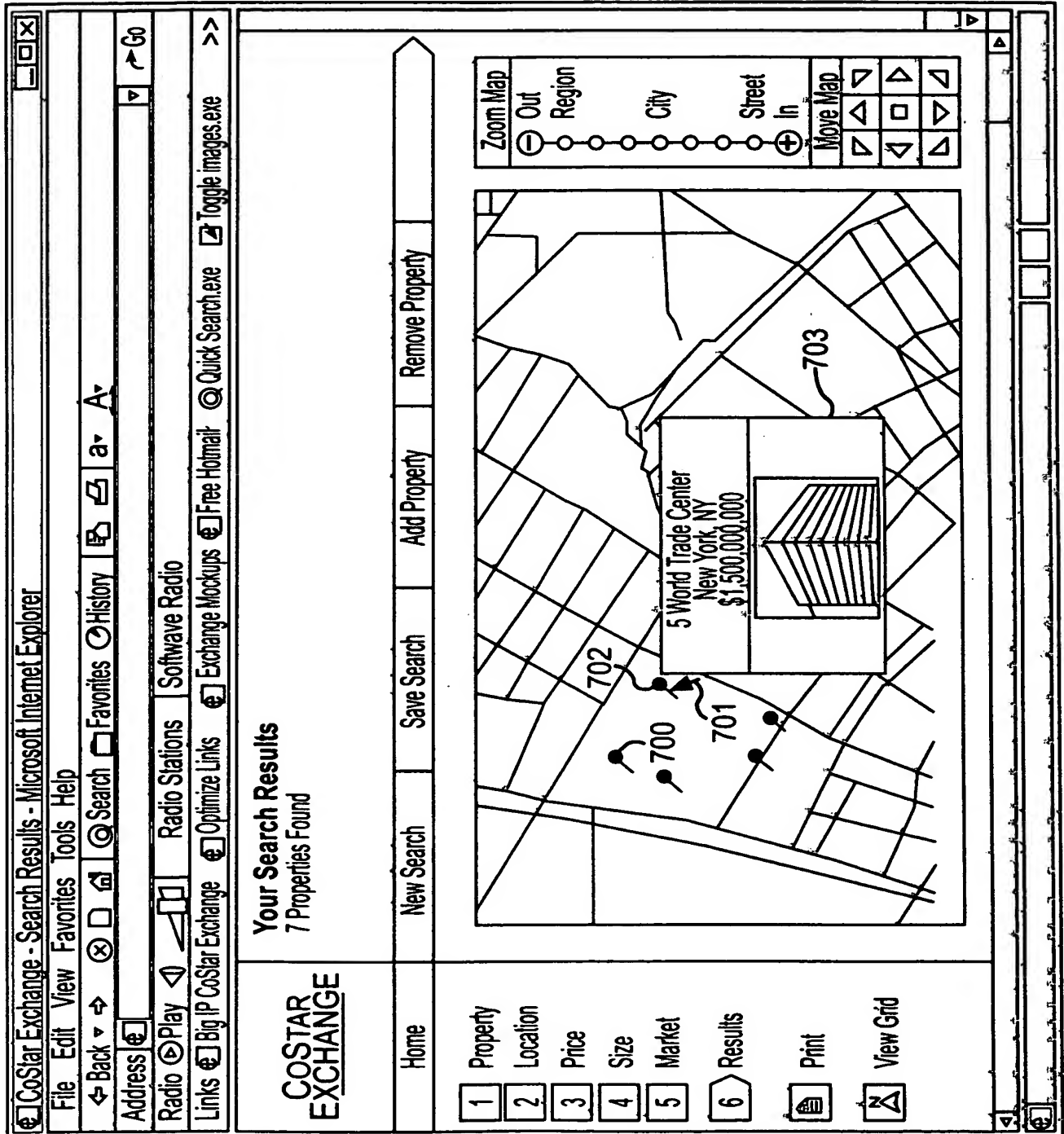
<div> <div>COSTAR</div> <div>GROUP</div> </div>		Product & Services	Corporate Info	Support	Contact Us	Site Map
<p>Thank You!</p> <p>Thank you for submitting your office questionnaire!</p> <p>A CoStar Group research analyst will be contacting you shortly.</p> <p>Please keep this tracking number for your records: 602</p> <p><u>Click here to return to the CoStar home page</u></p>						
Home	Products & Services	Corporate Info	Support	Contact Us	Site Map	
<u>Terms of Use</u>	<u>Privacy Policy</u>	<u>Photo Restrictions</u>	<u>Contact Us</u>			

FIG.68



70/74

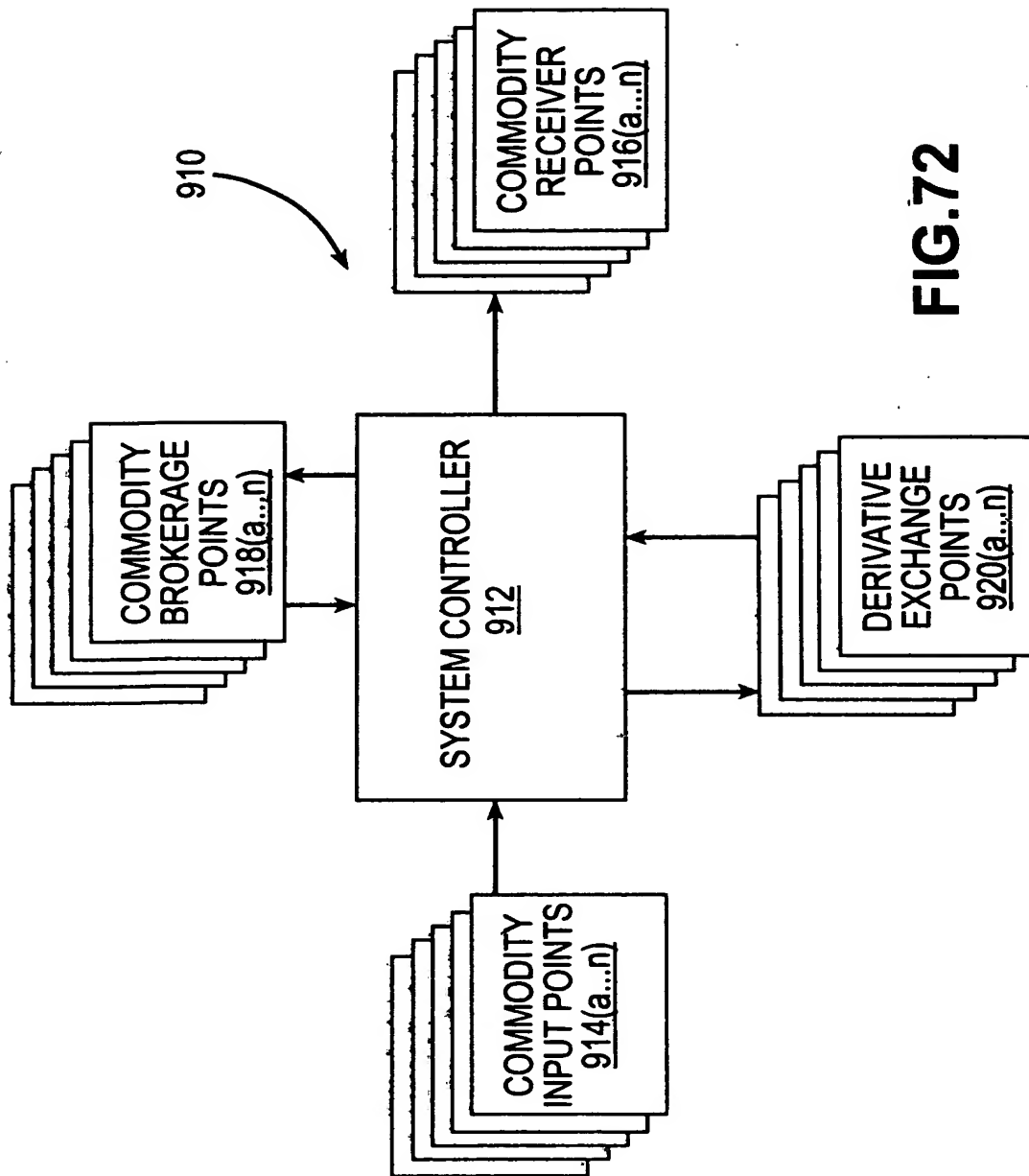
FIG. 69



71/74

FIG.70





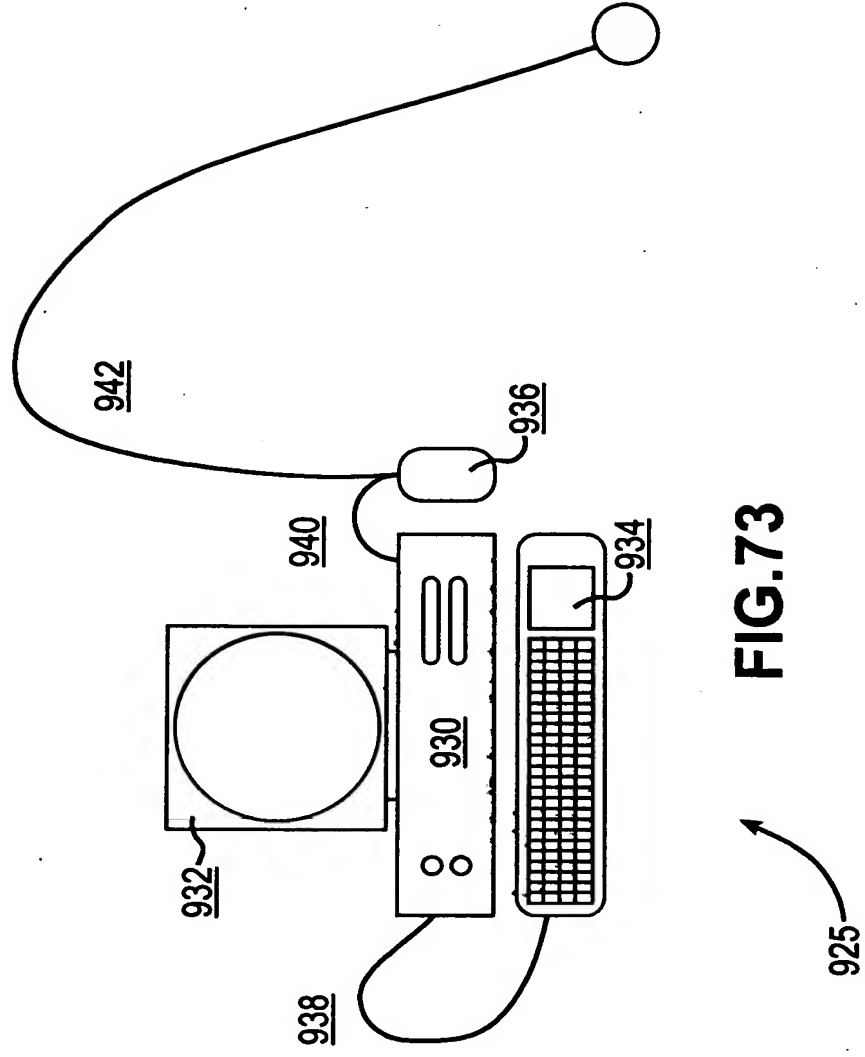


FIG. 73

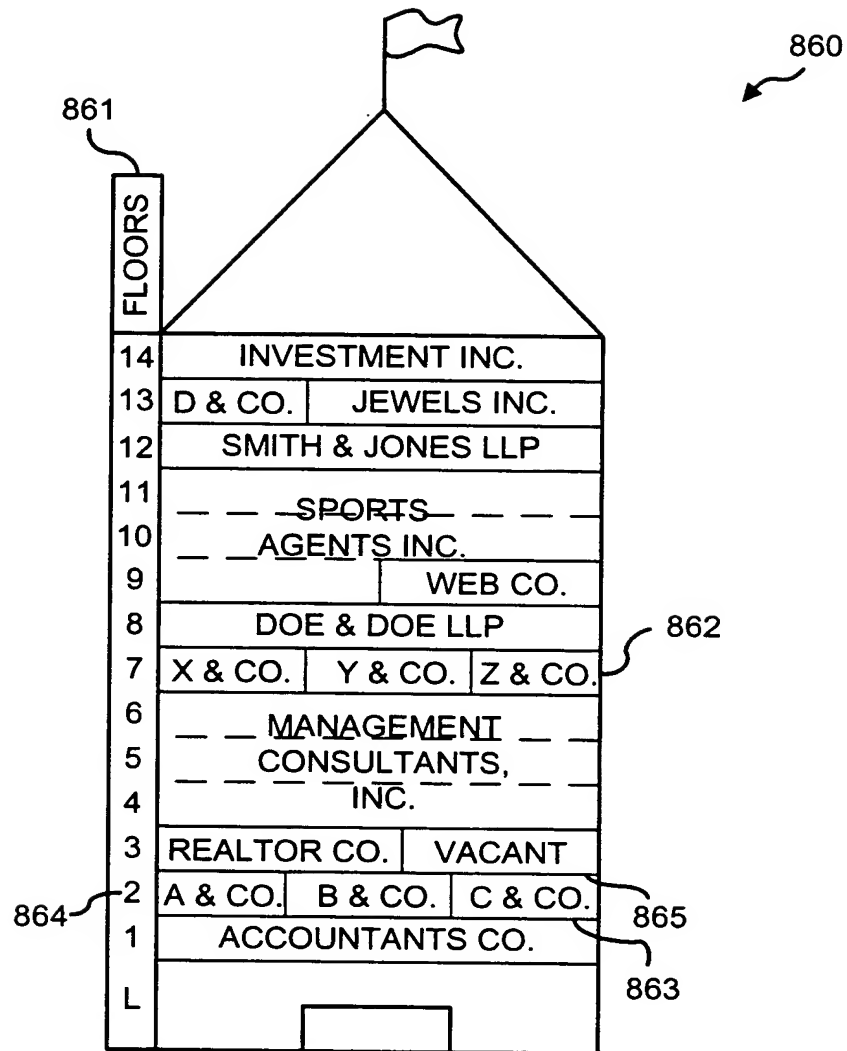


FIG. 74

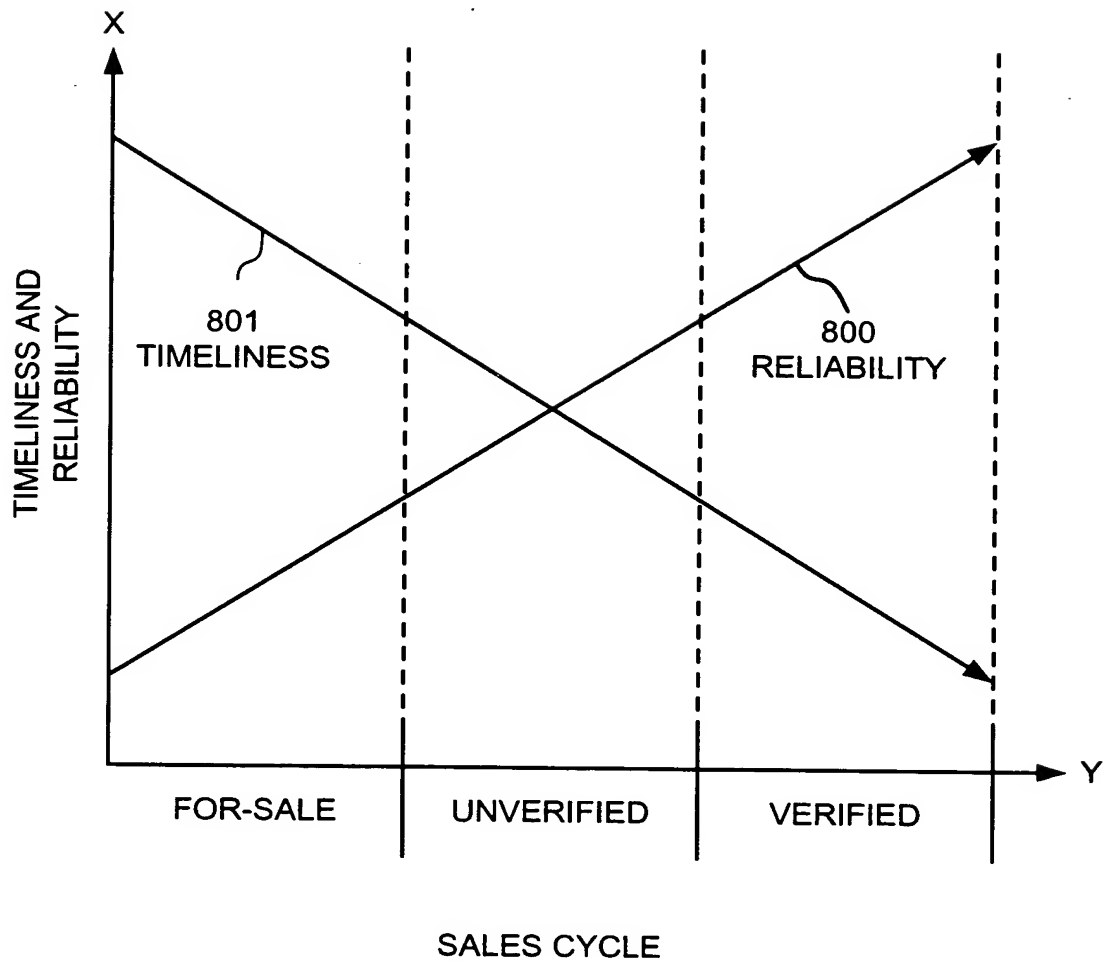


FIG. 75

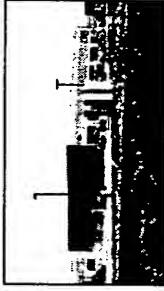
Featured Properties

1376 Blue Oaks Blvd

Bldg 6 • Roseville, CA 95747

11,520 Square Feet (Divisible). Parking 4/1,000. Fiber Optics Available.

More information on this property



1544 Eureka Rd

Phase IV • Roseville, CA 95661

Two story, Class A, 52,500 square foot office building plus eight single story office buildings for a total of 142,900 square feet. Immediate access to Interstate 80. Excellent parking and access. Walk to several restaurants. High visibility signage. Prestigious Olympus Pointe location. Leases from 1,800 to 52,500 sq. ft. available.

More information on this property



Look up

Go

For Lease

All Properties

Search Properties

Map Properties

For Sale

All Properties

Search properties

Man Properties

Calculators

Office Space Calculator

10

Broker Mailers

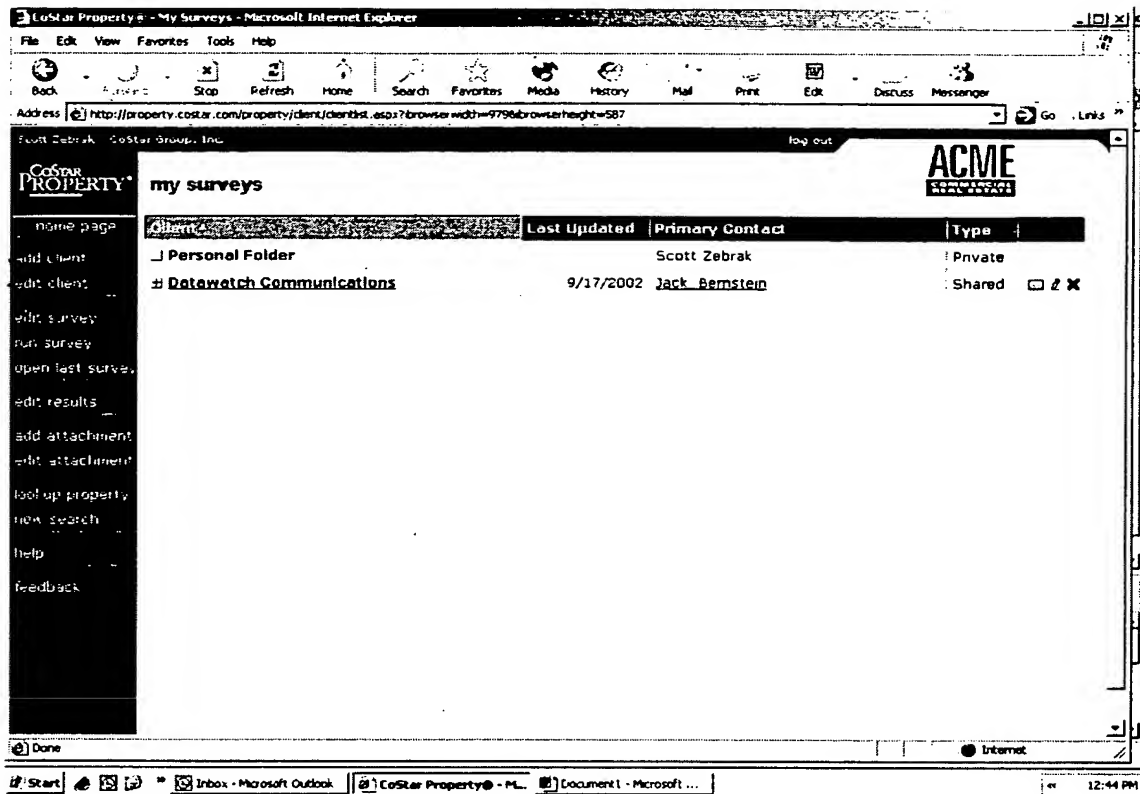
Client 1 on In

Properties For Lease

570 prope

▶ **of computers** | **Next** ▶

Sort by:	Address	City	State	Area	Type	Class	Year	Floor size	Space	Annual
	925 Bryant St				Shopplace Square					San Francisco
	Building Type:				Office					Cost
	Building Class:				Quality					Rob Macca
	Year Built:				1967, Renov 2000					
	Building Size:				39,375					
					Space Available:					
					Annual Rent:					
					% Leased:					
					Typical Floor Size:					
	921 11th St				Downtown					Sacramento



7700

FIG. 77

CoStar Property® - Add Client - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/property/client/ClientAdd.aspx

From: Contact CoStar Group, Inc. log out

CoSTAR PROPERTY **client maintenance** **add client profile** **ACME**

Home page
Leaseup property
New search
My surveys
Feedback

client information

Company Name: _____
Address: _____
Suite: _____
City: _____ State: _____ ZIP: _____

primary contact information ☐ Check if address same as company address

First Name: _____
Last Name: _____
Title: _____
Office: _____
Address: _____
Suite: _____
City: _____ State: _____ ZIP: _____
Office Phone: _____
Mobile Phone: _____

Submit Clear Cancel

Done

Start Inbox - Microsoft Outlook CoStar Property® - A... Document1 - Microsoft ... 12:45 PM

27800

FIG. 78

CoStar Property® - Edit Client - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Discuss Messenger

Address http://property.costar.com/property/client/ClientEdit.asp?EditID=3718&ReturnURL=ClientList.aspx

Front Desk CoStar Group, Inc. log out

CoStar PROPERTY

home page
add contact
link up property
new search
my surveys
feedback

client maintenance
edit client profile: Datawatch Communications

ACME

client information

Company Name: Datawatch Communications **Datawatch**
Address: 101 Main Street [Click Here to Update Logo](#)
Suite: 430
City: Chicago St: IL ZIP: 04583

primary contact information

☒ primary contact [delete contact](#)

First Name: Jack
Last Name: Bernstein
Title: CEO
Office:
Address: 101 Main Street ☒ Same as company address
Suite: 430
City: Chicago State: IL ZIP: 04583
Office Phone: 312-875-0921

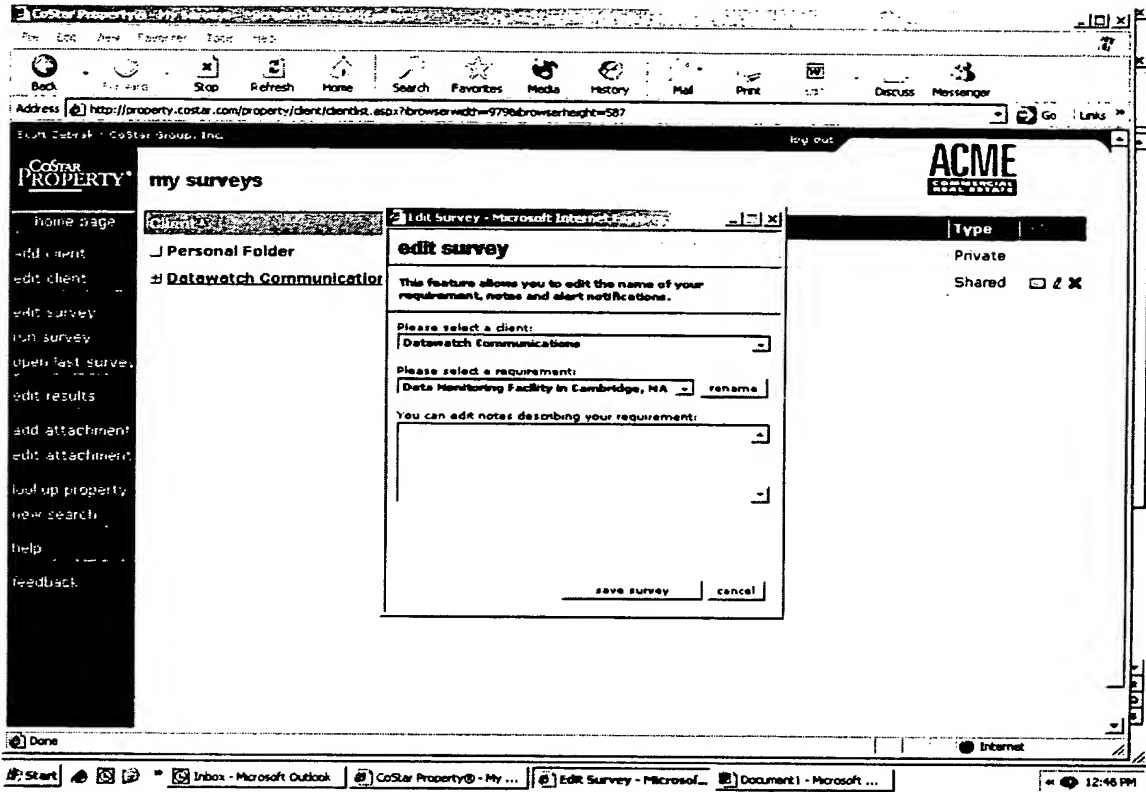
Submit Clear Cancel

Done Internet

Start Inbox - Microsoft Outlook CoStar Property® - E... Document1 - Microsoft ... 12:46 PM

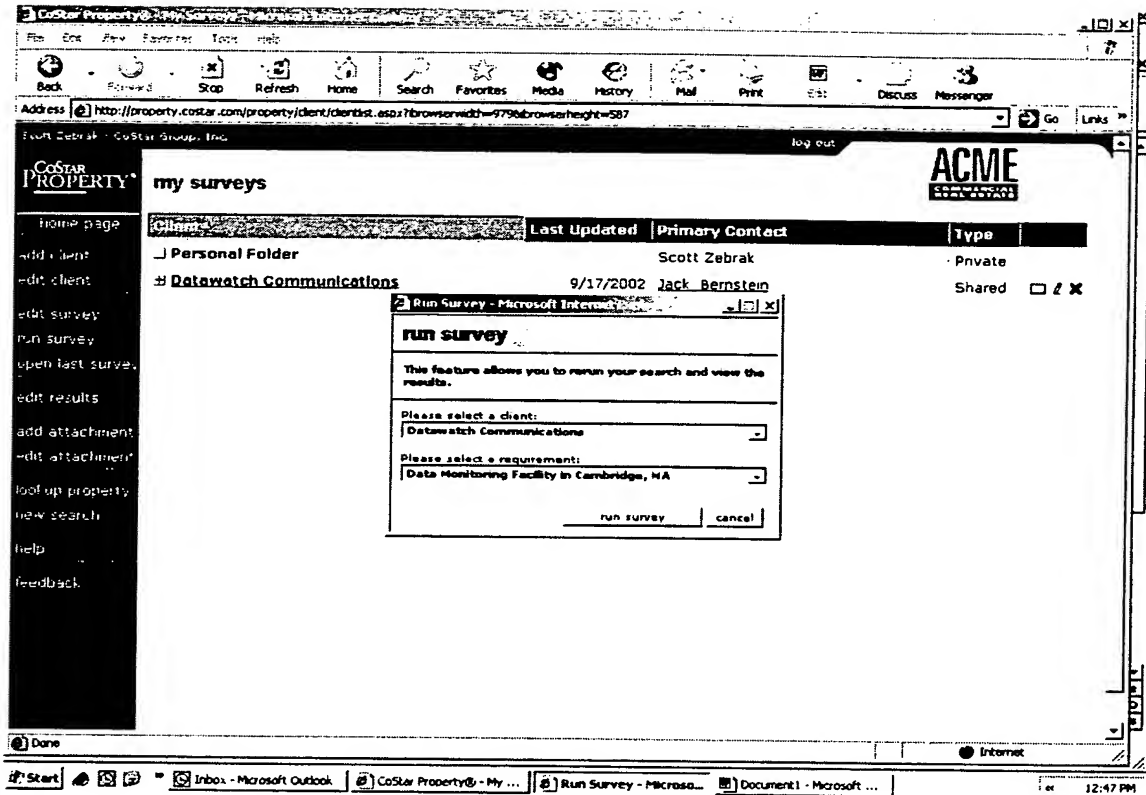
7900

FIG. 79



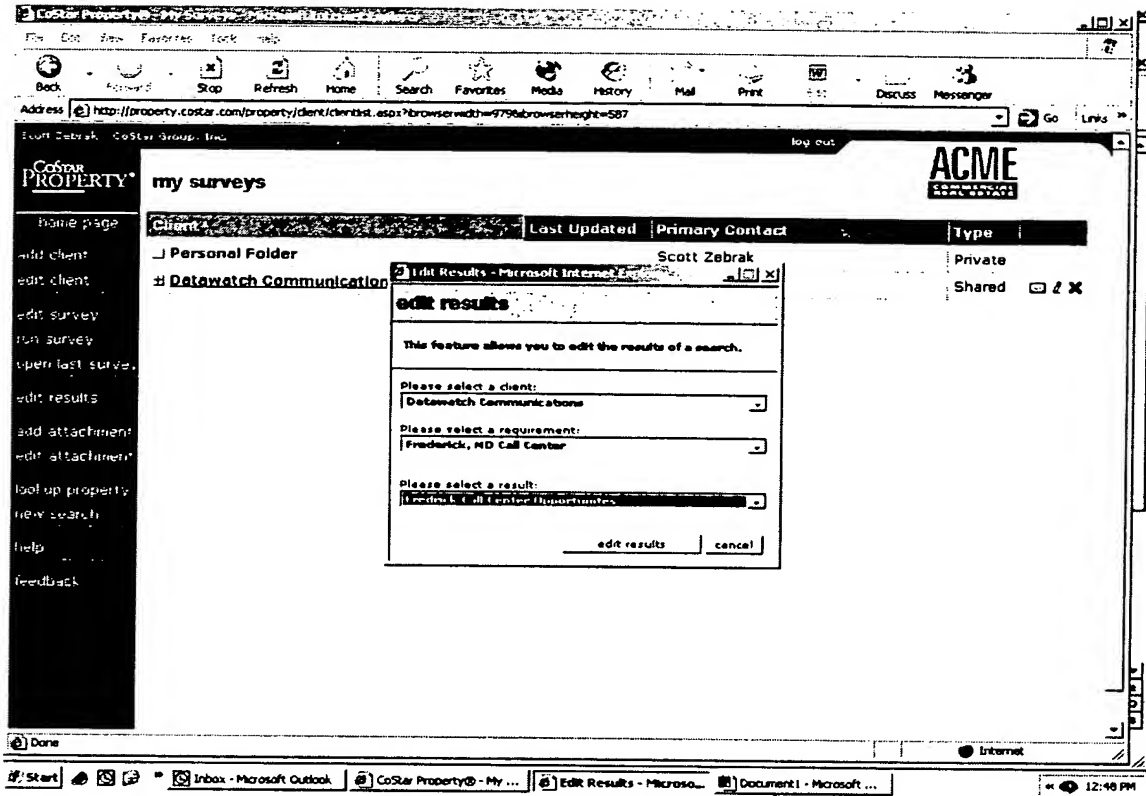
8000

FIG. 80



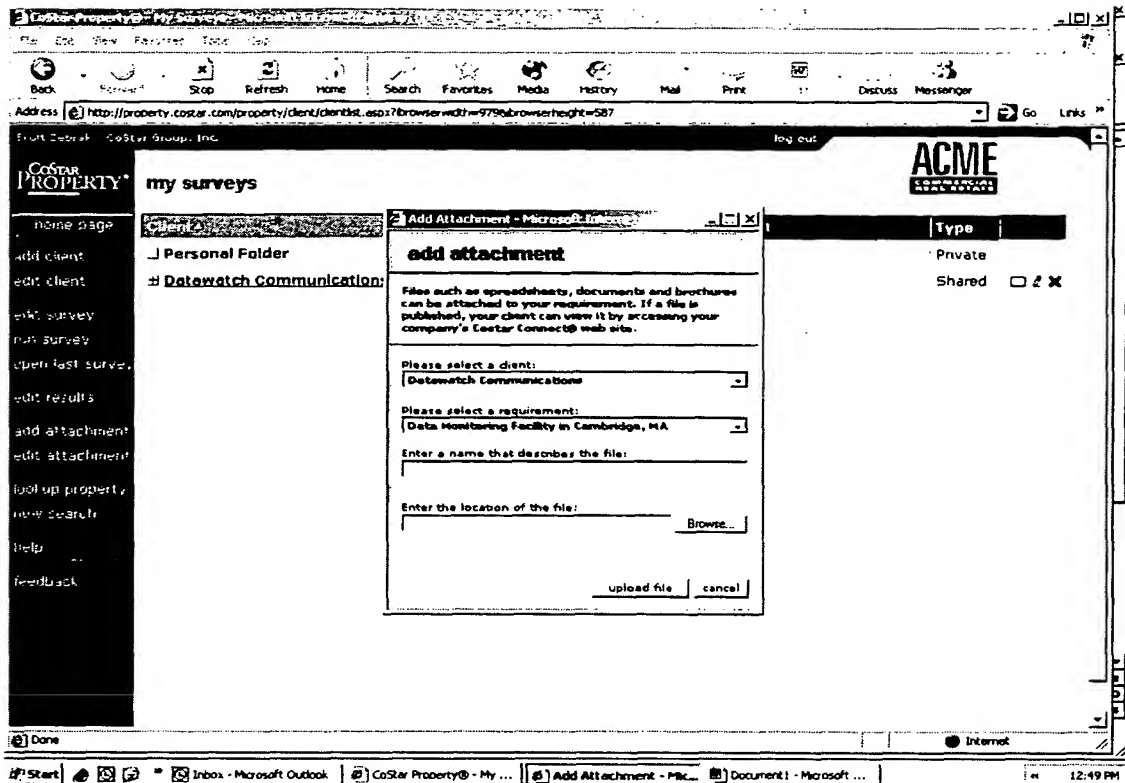
8100

FIG 81



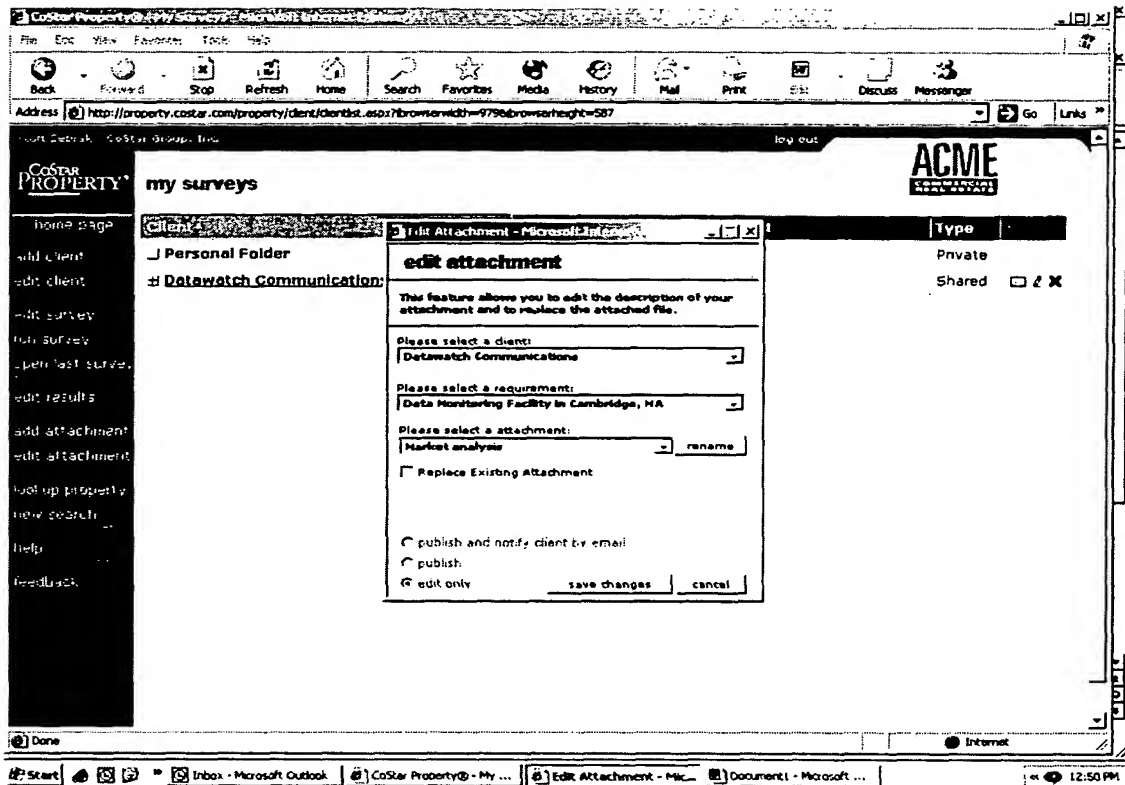
8200

FIG. 82



8300

FIG. 83



8400

FIG. 84

8502

View Survey (New)

Building Address

3 Bethesda Metro Ctr

3 Bethesda Metro Ctr

4520 East-West Hwy

7900-7920 Norfolk Ave

Leasing Company

Realty Management Company

Gittleson Zuppas Commercial Realty

Lincoln Property Company

Douglas Development Corp.

Use

Office

Office

Office

Office

SF Available

18,810

15,445

76,083

8,046

Face Rent

\$35.00-\$36.00

\$35.00

\$35.00-\$37.00

\$29.00

Listing

3 Bethesda Metro Ctr

Bethesda Metro Ctr

Montgomery County

Bethesda/Chase Chase

Bethesda, MD 20814

Notes

Status: Existing Sep 1985

Type: Office

Class: A

Occup: Multiple Tenant

Offered: Not for sale

Sold: Recently sold

Zoning: C8D-3

History

Stories: 17

Typ Flr: 23,585sf

RBA: 377,369sf

Land: -

Elevators: 8

Thomas Pg: -

Company

Company

Company

Company

Company

Sale

Office

Office

Office

Office

Office

Tenants

Bldg Avail: 59,638sf

Bldg Vac: 54,534sf

Spc Use: Office

Avg Rent: \$35.48

% Leased: 95%

Serial: 020446YP

Core: 15%

User

Images

Images

Images

Images

Images

Realty Management Company (301)657-9386

Michael Kay

Space Use: Office

Listed: 11+ months

AM Floors: SUBWY 5.8

Face Rent: \$35.00-\$36.00

Services: Full Service

Escalation: Negotiable

Bldg Exp: -

Parking: Covered at \$100.00/mo; Ratio of 3.2/1000 sf

Amenities: Atrium, Banking, Concierge, Food Court, Metro & On-Site Management

Occupancy: Vacant

Lease Term: 10 yrs

Avg Rent: \$35.48

Space Available

New: 0

Relet: 18,810

Sublet: 0

Total: 18,810

Smallest: 4,155

Max 1 Flr: 9,055

Max Chrg: 9,055

Bldg Total: 69,638

Support

Update

Criteria

Map

Survey Confirmation

8500

Print

Return

Current Survey WAS survey on 05/07/2001 at 08:52am

Buildings 9

Spaces 20

FIG. 85

Address	Leasing Company	Use	Floor	Suite	SF Avail/Divide ?	Rent/Service
3 Bethesda Metro Ctr	Realty Management Co	Office	P SUBWAY	B	4,165	\$35/fs
3 Bethesda Metro Ctr	Realty Management Co	Office	P 8th		5,600	\$35/fs
3 Bethesda Metro Ctr	Gillieson Zuppas Comr	Office	P 8th	850	5,584	\$35/fs
7900-7920 Norfolk Ave	Douglas Development	Office	E 7th		8,046	Y \$29/fs
7700 Old Georgetown	Insight/ESG, Inc.	Retail	P 1st		6,000	\$18/hnn
7700 Old Georgetown	The Fred Ezra Compai	Office	P 5th		5,000-21,343	Y \$35/fs
7735 Old Georgetown	CB Richard Ellis	Office	P LL		5,546	Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 6th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 7th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 8th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 9th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 10th		10,373	Y Negotiable/fs
7735 Old Georgetown	Transwestern Commer	Office	P 12th		5,350	\$30.50/fs
7200 Wisconsin Ave	The Fred Ezra Compai	Office	P 5th	501	5,000-13,042	Y \$32/fs
7475 Wisconsin Ave	TrizecHahn	Retail	P LL	006	2,711	\$25/hnn
7475 Wisconsin Ave	TrizecHahn	Retail	P 1st	100	2,548	\$46/hnn
7600 Wisconsin Ave	Tammell Crow Compz	Office	P 7th		3,000-7,000	Y Negotiable/hn

8602

8604

8606

8608

Select All

Unselect All

Continue

Cancel

FIG. 86

Enter the space requirements that will be emailed to targeted list of brokers.

Type	<input checked="" type="radio"/> Office <input type="radio"/> Industrial <input type="radio"/> Flex
Total SF	<input type="text" value="5,500"/> Contiguous on One Floor
Term	<input type="text" value="5"/> Years
Rent \$/SF/Yr	<input type="text" value="\$32.00"/>
Required By	<input type="text" value="6/01/2001"/> MM/DD/YYYY
Location(s)	<input type="text" value="Bethesda/Chewy Chase"/>

Comments:

Please Respond Back By MM/DD/YYYY

FIG. 87

Welcome to CoStar Group - The Source for Commercial Real Estate Information - Microsoft Internet Explorer


File Edit View Favorites Tools Help

Back Forward Stop Refresh Home

Address

Go

Links



Space Confirmation

Requested by Steve Dealer of
CB Richard Ellis for Office Space

Thank you for submitting your available space. Steve will contact you regarding his interest in the space by 6/1/2001.

Your Space Availability

Total SF ☒ Divisible

Space

Rent \$/SF/Yr \$35.00 ☒ Negotiable

Available

Location

Address

If you have other information regarding the space, please describe below.

Comments:

The space has access to a shared conference room and will provide \$10.00/SF TI if term is 5+ years.

Internet

FIG. 89

Click any of the rows in the Transaction Summary table to view the Tour and Proposal details.

Transaction Summary

Status	Type	SF	Space	Req By	Locations	Responses
Oracle	Office	5,000	One Floor	6/1/01	Bethesda	4 View Details
IBM	Office	10,000	One Floor	9/20/01	Bethesda	2 View Details
SmithTech	Flex	7,000	One Floor	7/1/01	Bethesda	7 View Details
JLS Law	Office	15,000	One Bldg	10/1/01	Bethesda	1 View Details
Mack Truck	Industrial	23,000	One Bldg	6/20/01	Bethesda	3 View Details

Tour Schedule - 4 locations were scheduled for a tour 5/1/01 starting at 2 Bethesda Metro Ctr.

Tour Order	Broker	Company	Tour Time	Travel Time	Location	Address
①	Steve Dealer	CB Richard	30 min	15 min	Bethesda	7735 Old Georgetown View Details
②	Bob Smith	Trammell	30 min	15 min	Bethesda	1234 Wisconsin Ave View Details
③	Ed Jones	Insignia	60 min	10 min	Bethesda	4559 Norfolk Ave View Details
④	Paul James	Marcus &	20 min	20 min	Bethesda	98821 Easton Rd View Details

Tour Start Time: 9:00A.M. Tour End Time: 12:30

Proposal Stage - 3 requests for a proposal were emailed on 5/15/01

Send Proposal	Broker	Company	SF	Space	Avail By	Location	Address	Proposal Status
<input type="checkbox"/>	Steve Dealer	CB Richard	5,000	One Floor	8/1/01	Bethesda	7735 Old Georgetown	Not Sent
<input checked="" type="checkbox"/>	Bob Smith	Trammell	5,200	One Floor	Vacant	Bethesda	1234 Wisconsin Ave	Negotiate
<input checked="" type="checkbox"/>	Ed Jones	Insignia	6,000	One Floor	7/15/01	Bethesda	4559 Norfolk Ave	Approved
<input checked="" type="checkbox"/>	Paul James	Marcus &	5,550	One Floor	8/1/01	Bethesda	98821 Easton Rd	No Response

Create New Email Blast

Tour Scheduler

Proposals

Cancel

FIG. 90

Enter the terms for which your tenant is interested. Those terms will then be
Emailed to the Landlord Representative as part of your request

Type ☒ Office ☐ Industrial ☐ Flex

Total SF Contiguous on One Floor

Term Years

Rent \$/SF/Yr

Required By MM/DD/YYYY

Parking

TI's

Comments:

My Tenant is motivated to and anxious to move in by June 1, 2001. Please keep
In mind that Oracle is a great tenant to have in your building and holds the
Highest of credit ratings.

Please respond by the end of the week. Thanks

Will Response Back By MM/DD/YYYY

Send RFP

Cancel

9102

FIG. 91

☒ 405 Bethesda Ave, Bethesda MD - Message (Rich Text)

File Edit View Insert Format Tools Actions Help

☐ Send
 ☐ Print
 ☐ Copy
 ☐ Paste
 ☐ Undo
 ☐ Redo
 ☐ Bold
 ☐ Italic
 ☐ Underline
 ☐ Text Color
 ☐ Background Color
 ☐ Bulleted List
 ☐ Numbered List
 ☐ Indent
 ☐ Outdent
 ☐ Link
 ☐ Unlink
 ☐ Spell Check
 ☐ Find
 ☐ Send
 ☐ Print
 ☐ Copy
 ☐ Paste
 ☐ Undo
 ☐ Redo
 ☐ Bold
 ☐ Italic
 ☐ Underline
 ☐ Text Color
 ☐ Background Color
 ☐ Bulleted List
 ☐ Numbered List
 ☐ Indent
 ☐ Outdent
 ☐ Link
 ☐ Unlink
 ☐ Spell Check
 ☐ Find

8

To: landlord@owner.com

Cc:

Bcc:

Subject: 405 Bethesda Ave, Bethesda MD

Thanks again for the tour of 405 Bethesda Ave, Bethesda MD. My client is quite interested in reviewing a proposal on your building for 5500 sf of office space at \$32/sf/yr. My tenant is interested in a term of 5 years and will need parking for 22 automobiles.

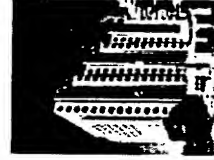
If you are interested in submitting a proposal, please click on the following link and fill out the standard proposal that does allow for customization, www.enterprise/standard_proposal.com.

Thanks very much and we look forward to working with you.

Steve Dealer
 CB Richard Ellis
 5533 Main Ave.
 San Diego, CA 92131
 (858) 555-1234

FIG. 92

Oracle Proposal Comparison



7475 Wisconsin Ave
Bethesda, MD

3 Bethesda Metro
Bethesda, MD

2 Bethesda Metro
Bethesda, MD

SF Available	5300	6000	5500
Floor / Suite	1030	300	1500
Occupancy	Vacant	July 1, 2001	June 1, 2001
Rent/SF/Year	\$32.50 Full Service	\$30.00 Full Service	\$33.00 Full Service
Escalation	2.75% per year	2.25% per year	2.00%
Term	5 Years	3 Years	5 Years
Renewal Option	Yes	Yes	Yes
Parking Ratio	4.5/1000	5/1000	4/1000
Parking Fee	\$75 per month	\$100 per month	\$85 per month
Tenant Improvements	\$15.50 per SF	\$18.00 per SF	\$22.00 per SF
Additional Storage	500 SF	No	1000 SF
Comments:			

Respond

Respond

Respond

9302

FIG. 93

Oracle Financial Comparison



7475 Wisconsin Ave
Bethesda, MD

3 Bethesda Metro
Bethesda, MD

2 Bethesda Metro
Bethesda, MD

	Total Value	\$/SF	Total Value	\$/SF	Total Value	\$/SF
Gross Aggr Lease Value	\$ 861,250.00	\$ 32.50	\$ 900,000.00	\$ 30.00	\$ 907,500.00	\$ 33.00
Year 1	\$ 172,250.00	\$ 32.50	\$ 180,000.00	\$ 30.00	\$ 181,500.00	\$ 33.00
Year 2	\$ 176,986.88	\$ 33.39	\$ 184,050.00	\$ 30.68	\$ 185,130.00	\$ 33.66
Year 3	\$ 181,854.01	\$ 34.31	\$ 188,191.13	\$ 31.37	\$ 188,832.60	\$ 34.33
Year 4	\$ 186,855.00	\$ 35.26	\$ 192,425.43	\$ 32.07	\$ 192,609.25	\$ 35.02
Year 5	\$ 191,993.51	\$ 36.23	\$ 196,755.00	\$ 32.79	\$ 196,461.44	\$ 35.72

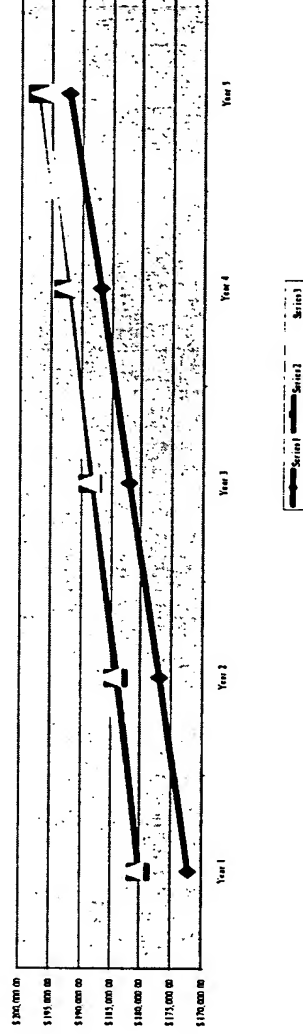


FIG. 94

Below is a proposed tour to look at office space for the following requirements.
Please enter start time and location to aid in tour schedule



Total SF 5,000
Contiguous On One Floor
Rent \$32.00
Need By 6/1/01
Tour Date 4/15/01
Start Time 9:00am
Starting Address 1101 Wisconsin Ave
City, State, Zip Bethesda

9604

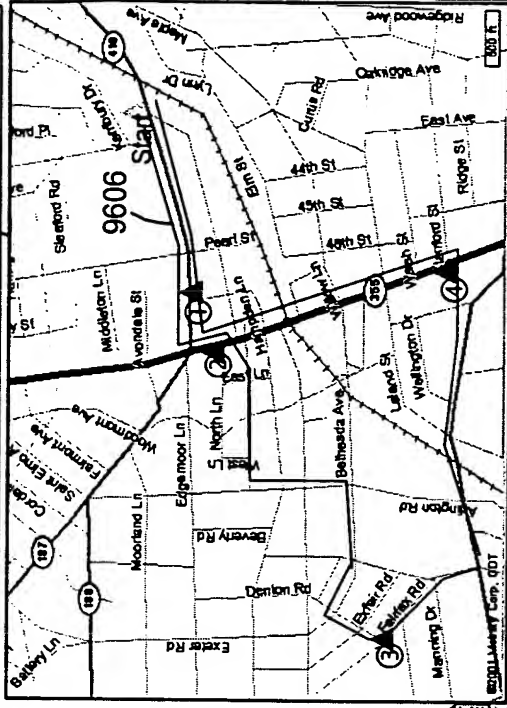
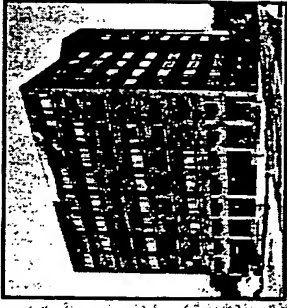
Tour Schedule - Input Tour Order, Time at ea. location and tool will approximate Travel Time between locations.

Tour Order	Broker	Company	Tour Time	Travel Time	Location	Address
1	Steve Dealer	CB Richard	30 min	15 min	Bethesda	7735 Old Georgetown View Details
2	Bob Smith	Trammell	30 min	15 min	Bethesda	1234 Wisconsin Ave View Details
3	Ed Jones	Insignia	60 min	10 min	Bethesda	4559 Norfolk Ave View Details
4	Paul James	Marcus &	20 min	20 min	Bethesda	98821 Fairfax Rd View Details

Tour Site 1 Next
9616

7735 Old Georgetown Rd
Bethesda, MD 20814

Total SF 5,000
Contiguous On One Floor Available 8/1/01
Comments:
There are additional amenitie that will be available to the tenant...



Print Map/Directions

Preview Tour

Save Tour

Send to Tenant

Cancel

Tour Schedule - Message

File Edit View Insert Format Tools Compose Help

Send [Icons] Arial (Western) 10 B I U [Icons]

Message Options

To... ttenant@myoffice.com

Cc...

Bcc...

Subject: Tour Schedule

Tom,

I have a tentative schedule for touring office space on Friday, June 1 starting at 9:00 A.M. Please review the schedule and let me know if it works for you. Click on the following link to see the details and tour map www.costargroup.com/5698/tour.asp.

Steve Dealer
CB Richard Ellis
5533 Main Ave.
San Diego, CA 92131
(658) 555-1234

9700

FIG. 97

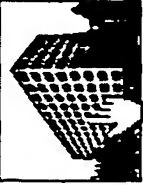



ORACLE[®] Space Tour

CB Richard Ellis
NAVIGATING A NEW WORLD[™]
prepared by Steve Dealer

Tom,
Let's meet at my office at 9am on Friday April 15th. For your convenience, you will find the buildings that we are going to see listed below. For more information, click on the building image and you will see additional information along w/ floor plans and lobby shots. You can also click on the Map It button to the left to plot all the building locations. I look forward to seeing you this Friday and please feel free to send this link along to any other party in your organization that might be interested in looking at the subject properties.

9802 ✓

Survey Criteria:
Bethesda/Chevy Chase
5,000-10,000sf avail
June 1, 2001 Occupancy
\$31-\$35 per square foot
Map It!
Show all properties on a map.

Sort by:	Annual Rent	Space Available	Tour Time	Tour Location	Proposal Status
	Building Type: Office Annual Rent: \$29.00 Comments: The tenant will also have access to the following building amenities:	Space Available: 15,500 Space Config: : On One Floor Tour: 9:30 6/15/01	Location: 3492 Pender Dr.	City: Fairfax, VA	
	Building Type: Office Annual Rent: \$31.00 Comments: This building is centrally located to mass transit and freeway access.	Space Available: 14,000 Space Config: : On One Floor Tour: 9:30 6/15/01	Location: 2557 Ellington Dr.	City: Fairfax, VA	
	Building Type: Office Annual Rent: \$32.00 Comments: If the tenant commits to 4+ years, the TI will be \$X/SF	Space Available: 14,700 Space Config: : On One Floor Tour: 10:00 6/15/01	Location: 987 Random Hills Rd	City: Fairfax, VA	
	Building Type: Office Annual Rent: \$30.00 Comments: Several other negotiation points will need to be discussed in person.	Space Available: 15,200 Space Config: : On One Floor Tour: 10:30 6/15/01	Location: 3492 Ridgeway Rd.	City: Fairfax, VA	

9800 ✓

FIG. 98

ORACLE[®] Space Tour

CB Richard Ellis
NAVIGATING A NEW WORLD[™]
prepared by Steve Dealer

View All Properties For Lease | Email Property Information

85 Enterprise

Bldg C • Aliso Viejo, CA 92656
 Neighborhood: Laguna County: Orange

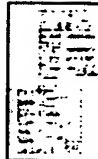
Previous Property | **Next Property** | **For more information contact:**
John Griffin 949-851-5100
Max Wang 949-851-5100



Property



Locational Map



Typical Floor Plan



Map This Property

Property Description

Building Type: Office
Building Class: Premiere
Building Size: 114,148 SF
Year Built: 2000
Stories: 4
Parking: Free Covered Parking at a ratio of 4 per 1,000 sf available, Free Surface Parking at a ratio of 4 per 1,000 sf available
Amenities: Conferencing Facility, Courtyard, Day Care, Exercise Facilities, High-Speed Internet, Banking, Golf Course, Hotel, Restaurant

Space Available: 53,620 SF
Annual Rent: \$28.20/SF
Typical Floor Size: 28,500 SF
% Leased: 100%
Elevators: 2

Available Space			
Floor	Space Available	Occupancy	Lease Length
View 1st floor	53,620 SF	Vacant	3 - 5 years Sublet
			Office
			Annual Rent
			\$28.20/SF/Full Service

Major Tenants			
Tenant	Floor(s)	Industry	Occupancy
buy.com	1,2		50%
Kyowa Haldke, USA	4	Manufacturing	1%
HR Link Group, Inc	4P		

FIG. 99

9900

My CoStar Home!



Go To:	Active Deals	My Listings	My Calendar	Proposals	My Pipeline																																
<div><div><div><div><div></div><div><p>New Plan for New Plan Excel</p><p>by New Match-er</p><p>New Plan Excel Realty Trust, Inc. agreed to sell its 53 garden apartment communities to Heilman-Parrish Realty LLC and C.L.M. Management Corp.</p><p>Go to listing...</p></div></div></div><div><div><p>Denholtz Closes</p><p>on Baayan</p><p>Acquisition</p><p>by Mark Denholtz</p><p>Denholtz Associates</p><p>acquired a national office and flex-industrial real estate portfolio from Baayan Strategic Realty Trust for \$166.25 million or about \$67/square foot</p></div><div><p>BBO BROOKHOLD OFFICE</p><p>Go to listing...</p></div></div></div><div><div><p>Space Alerts</p><p><u>Survey Name</u></p><p>Oracle Survey</p><p>IBM Survey</p><p>Cisco Survey</p><p>Sun Survey</p></div><div><p><u>New Listings</u></p><p>2</p><p>1</p><p>4</p><p>3</p></div></div><div><p><u>New Space Confirmations</u></p><p>Summer, Vacation Law Firm</p><p>AAMCO</p><p>Hershey</p><p>Joe Start Up.com</p></div><div><p><u>New Confirmations</u></p><p>1</p><p>3</p><p>2</p><p>4</p></div></div> <div><div><p>Market Trends: Washington, DC</p><p>WEST: Southwest modest</p><p>WASHINGTON OFFICE</p><p>Washington Office Market Indicators - 1st Quarter 2001</p><p>1st QUARTER 2001</p><p>100%</p><p>100%</p><p>Empty Offices ↑ Vacancy increased to 5.1% this quarter ↓ Vacancy decreased to 4.1% this quarter</p><p>New Construction ↑ There are currently 2,745,310 sq ft under construction.</p><p>New Absorption ↑ Net absorption trended 4,772,631 sq ft over the last 12 months. Net absorption trended 5,194,311 sq ft over the last 12 months.</p><p>Quoted Rates 329,424 Capped/400th value one month, \$15.35/sf</p><p>329,424 Capped/400th value one month, \$15.35/sf</p></div><div><p>Washington 1st Quarter 2001 Figures at a Glance</p><table><tr><th></th><th>(100%)</th><th>1st Quarter</th><th>1st Quarter 2001</th></tr><tr><td>No. Bldgs</td><td>1,367</td><td>1,433</td><td>4,120</td></tr><tr><td>Existing Space SF</td><td>116.0</td><td>222.2</td><td>277.2</td></tr><tr><td>Market %</td><td>22%</td><td>41%</td><td>100%</td></tr><tr><td>Percent SF</td><td>6.3</td><td>11.2</td><td>24.4</td></tr><tr><td>Percent Ratio</td><td>5.9%</td><td>8.2%</td><td>1.5%</td></tr><tr><td>Market Construction SF</td><td>5.34</td><td>11.14</td><td>20.49</td></tr><tr><td>Order Construction Booked</td><td>4.53%</td><td>45.4%</td><td>51.0%</td></tr></table></div></div>							(100%)	1st Quarter	1st Quarter 2001	No. Bldgs	1,367	1,433	4,120	Existing Space SF	116.0	222.2	277.2	Market %	22%	41%	100%	Percent SF	6.3	11.2	24.4	Percent Ratio	5.9%	8.2%	1.5%	Market Construction SF	5.34	11.14	20.49	Order Construction Booked	4.53%	45.4%	51.0%
	(100%)	1st Quarter	1st Quarter 2001																																		
No. Bldgs	1,367	1,433	4,120																																		
Existing Space SF	116.0	222.2	277.2																																		
Market %	22%	41%	100%																																		
Percent SF	6.3	11.2	24.4																																		
Percent Ratio	5.9%	8.2%	1.5%																																		
Market Construction SF	5.34	11.14	20.49																																		
Order Construction Booked	4.53%	45.4%	51.0%																																		

FIG. 100

3 Online Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/express.htm Go Links

John Stanfill - CoStar Group, Inc.

CoStar PROPERTY

home page
1 express
2 location
3 advanced
get results
top property
my surveys
help
feedback

step 1 express

ACME

property criteria

Type:	Status:
All Office	Existing
Office-Class A	Under Construction
Office-Class B	Under Renovation
Office-Class C	Proposed
Industrial	Demolished
Flex	
Retail	

RBA (SF): _____ to _____

Typ Floor (SF): _____ to _____

Stones: _____ to _____

Yr Blt/Renov: _____ to _____

For Sale Price: _____ to _____

Price/SF: _____ to _____

☐ For Sale ☐ Exclude For Sale Only

Last Sold: _____ to _____

Last Sold/SF: _____ to _____

Last Sold Date: _____ to _____

space criteria

Available Space (SF): _____ to _____

☐ Total in Building ☐ Excl Div Spaces

☐ Total in Listing ☐ Full Floors Only

☐ Contig in Building ☐ Executive Suites

☐ Contig on 1 Floor ☐ Excl Pending Leases

☐ In One Suite

Space Type: _____

Space Use: _____

Face Rent (\$/SF/yr): _____ to _____

☐ Include Negotiable Rent

Floor: _____ to _____

Days on Market: _____ to _____

Months to Delivery: _____ to _____

Done Internet

Start Inbox - Microsoft Outlook CoStar Property Quer Document 1 - Microsoft ... 10:57 AM

FIG. 101

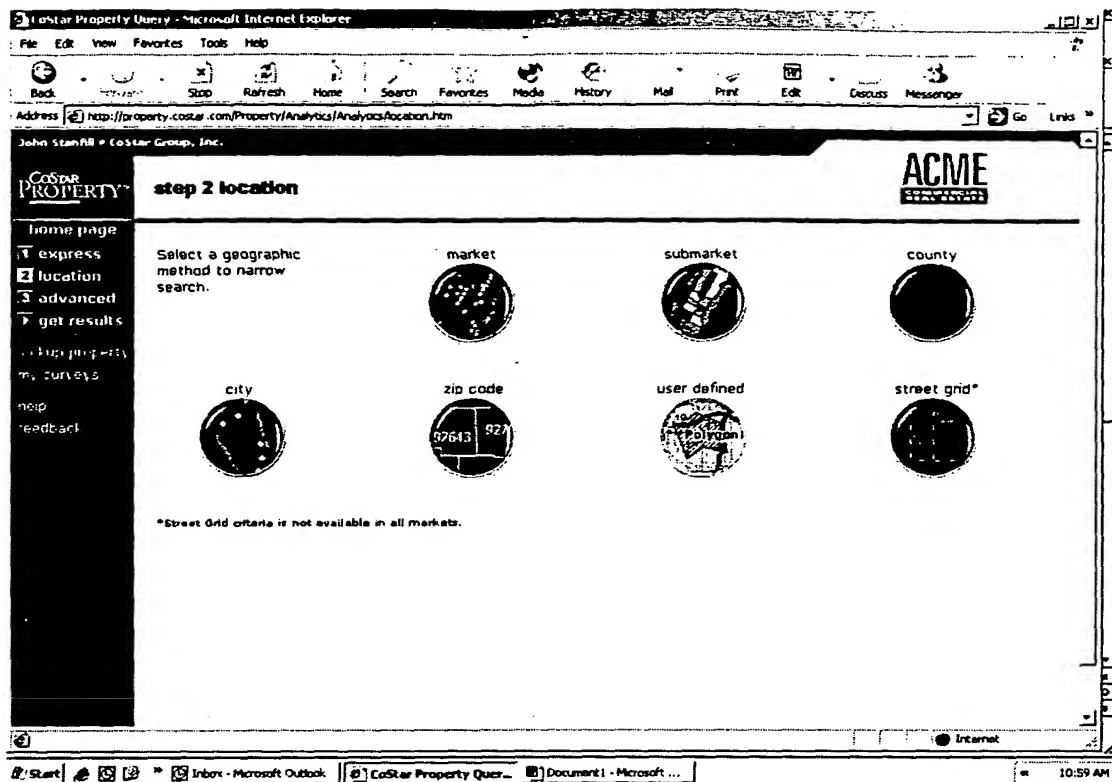


FIG. 102

CoStar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/advanced_space.htm

John Stanfill - CoStar Group, Inc.

CoSTAR PROPERTY **step 3 advanced** **ACME**

home page
1 express
2 location
3 advanced
get results
top property
my surveys
help
feedback

Space	Building	Industrial	Company
Available Space (SF): <input type="text"/> to <input type="text"/> <input type="checkbox"/> Total in Building <input type="checkbox"/> Total in Listing <input type="checkbox"/> Contig in Building <input type="checkbox"/> Contig on 1 Floor <input type="checkbox"/> In One Suite	<input type="checkbox"/> Excl Div Spaces <input type="checkbox"/> Full Floors Only <input type="checkbox"/> Executive Suites <input type="checkbox"/> Exclude Pending Spaces	Space Type: <input type="checkbox"/> New <input type="checkbox"/> Relet <input type="checkbox"/> Sublet Face Rent (\$/SF/yr): <input type="text"/> to <input type="text"/> Total Monthly Rent: <input type="text"/> to <input type="text"/> <input type="checkbox"/> Include Negotiable Rent	Space Use: <input type="checkbox"/> Office <input type="checkbox"/> Retail <input type="checkbox"/> Flex Services: <input type="checkbox"/> Full Service <input type="checkbox"/> Triple Net <input type="checkbox"/> Double Net <input type="checkbox"/> Industrial Gross <input type="checkbox"/> Modified Gross <input type="checkbox"/> Plus Cleaning
Space Notes Key Word Search: <input type="text"/> <input type="checkbox"/> Match at least one Key Word <input type="checkbox"/> Match all Key Words		Listing Company: <input type="text"/> and affiliated offices <input type="button" value="Lookup"/> First Name <input type="text"/> Last Name <input type="text"/>	
		Floor: <input type="text"/> to <input type="text"/> Days on Market: <input type="text"/> to <input type="text"/> Months to Delivery: <input type="text"/> to <input type="text"/> Term in Years: <input type="text"/> to <input type="text"/> Leases Pending (SF): <input type="text"/> to <input type="text"/>	

Internet

Start Inbox - Microsoft Outlook CoStar Property Quer... Document1 - Microsoft ... 11:00 AM

FIG. 103

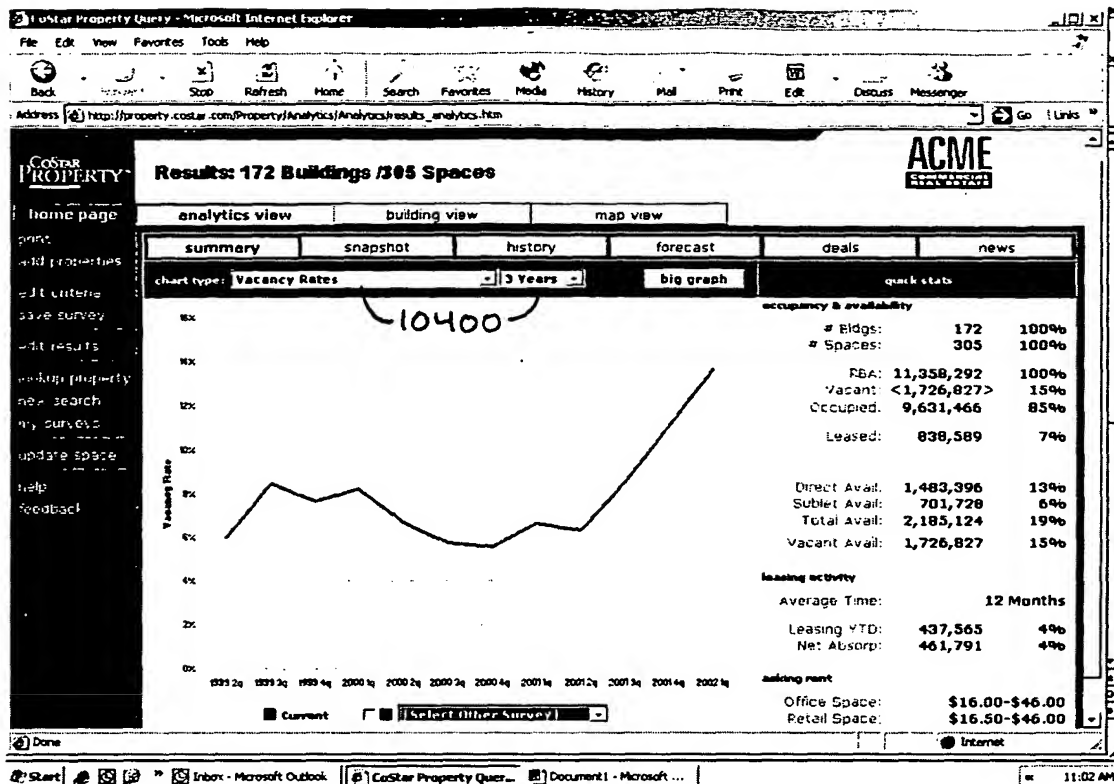


FIG. 104

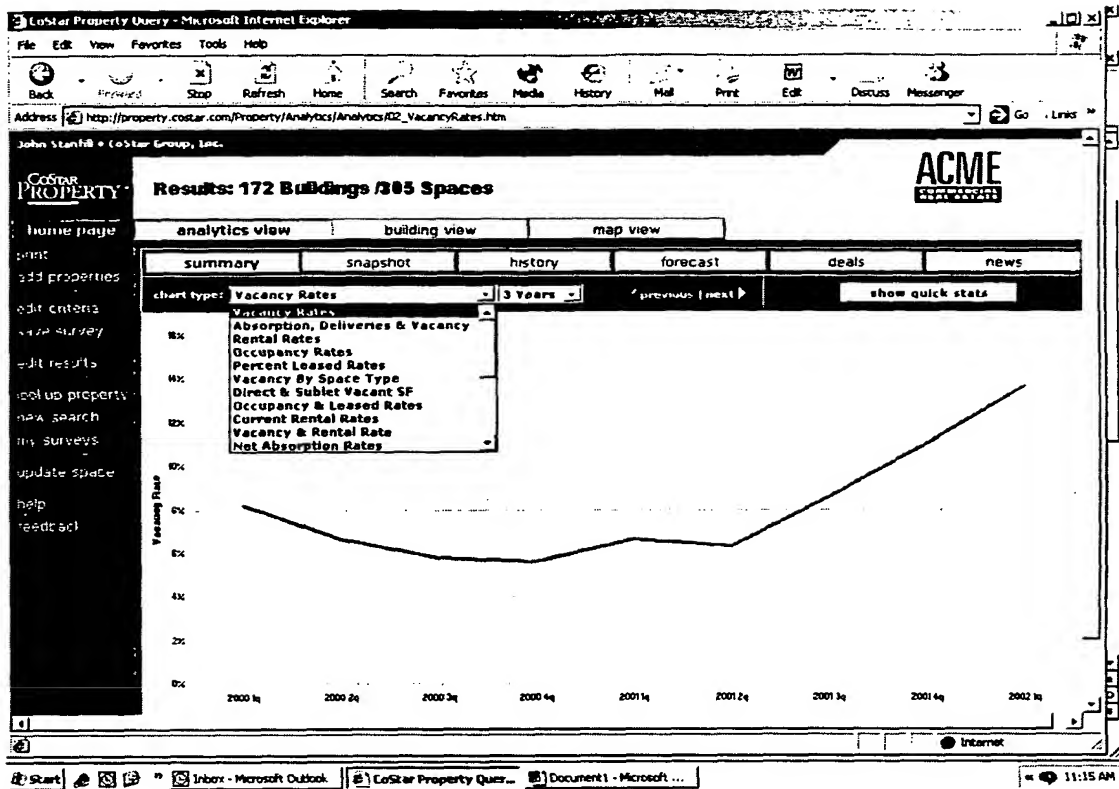


FIG. 105

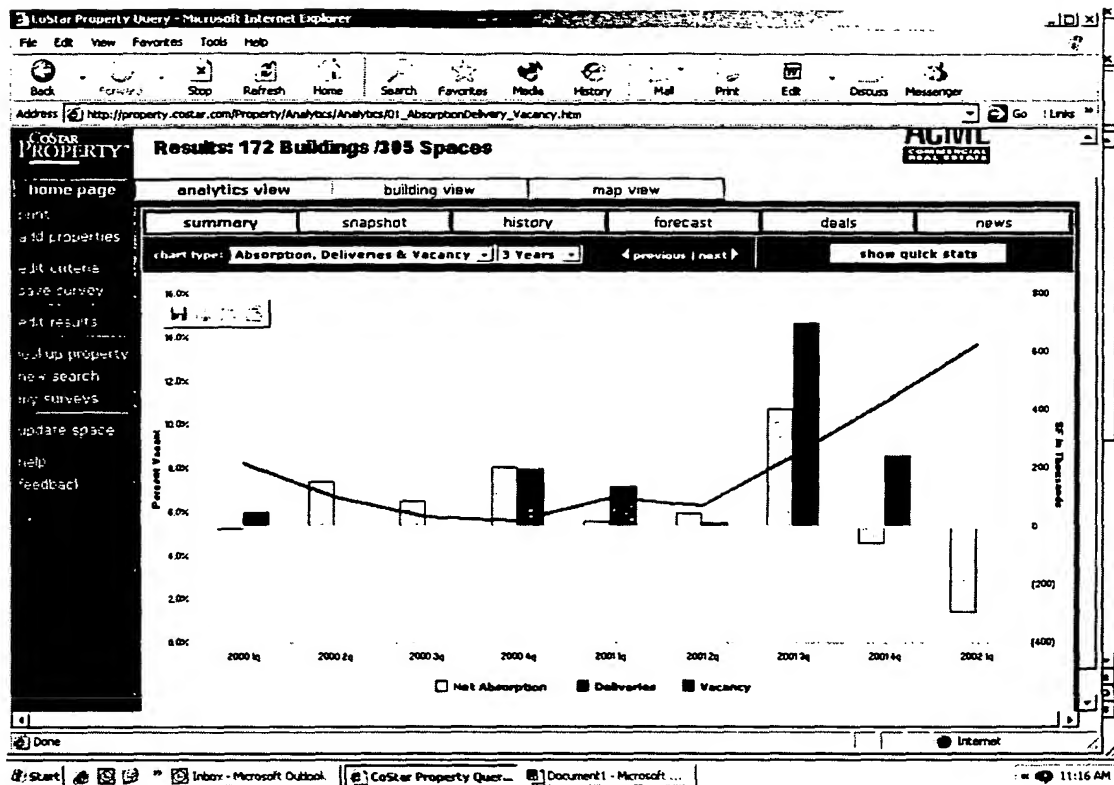


FIG. 106

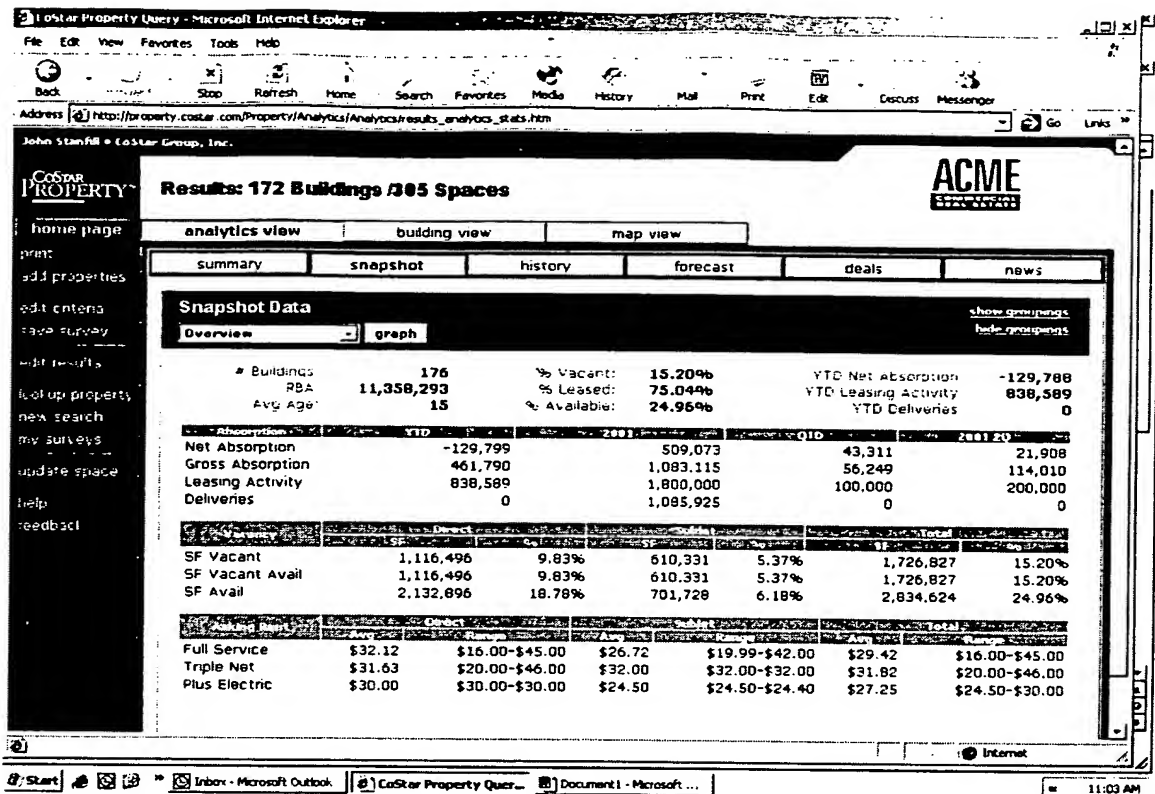


FIG. 107

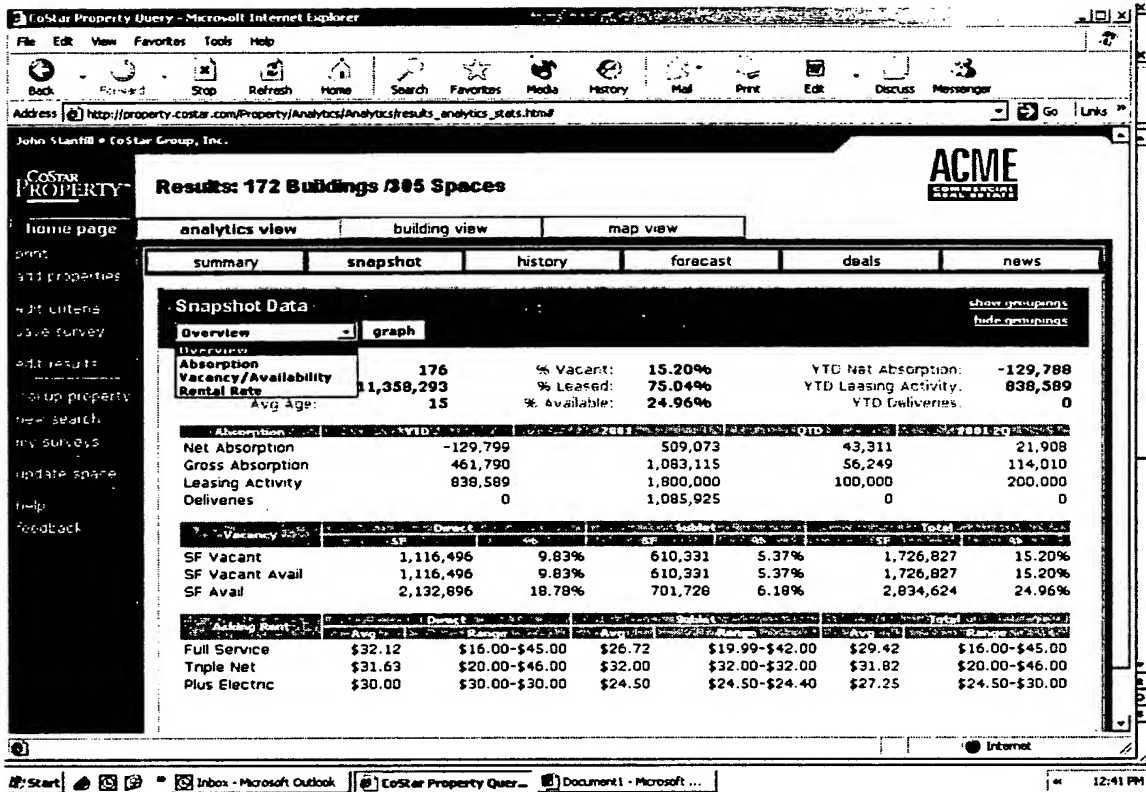


FIG. 10B

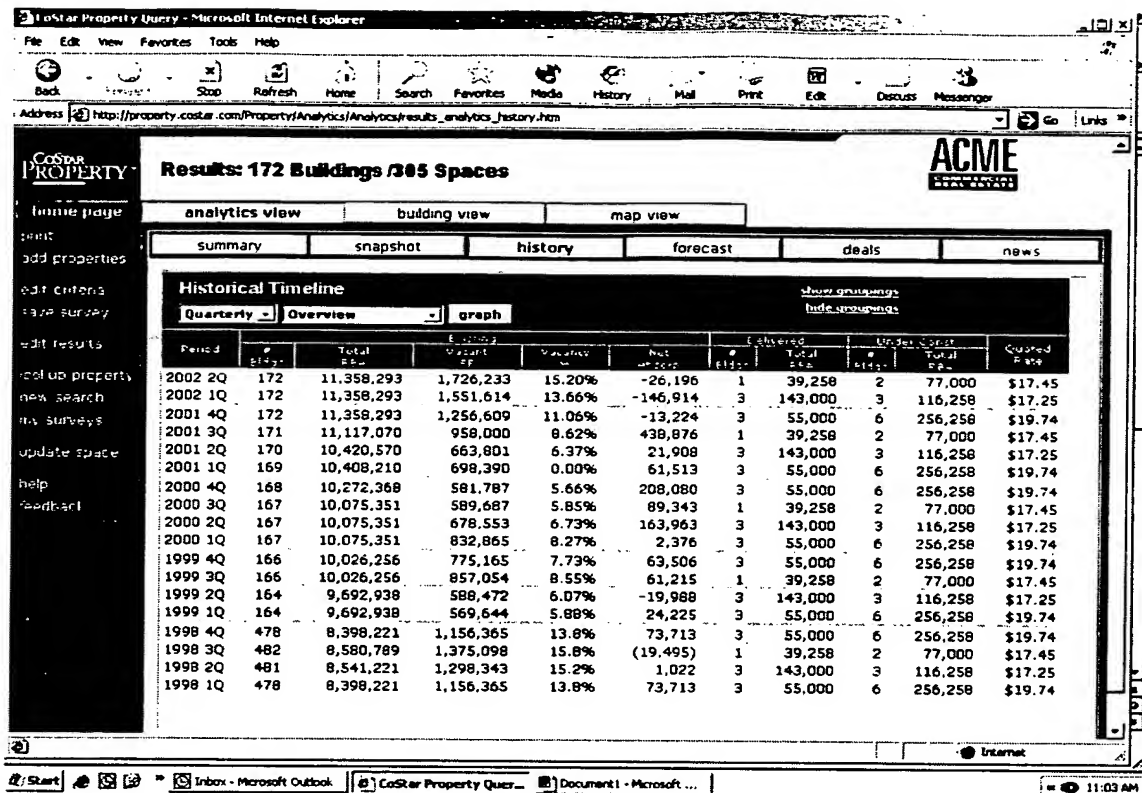


FIG. 109

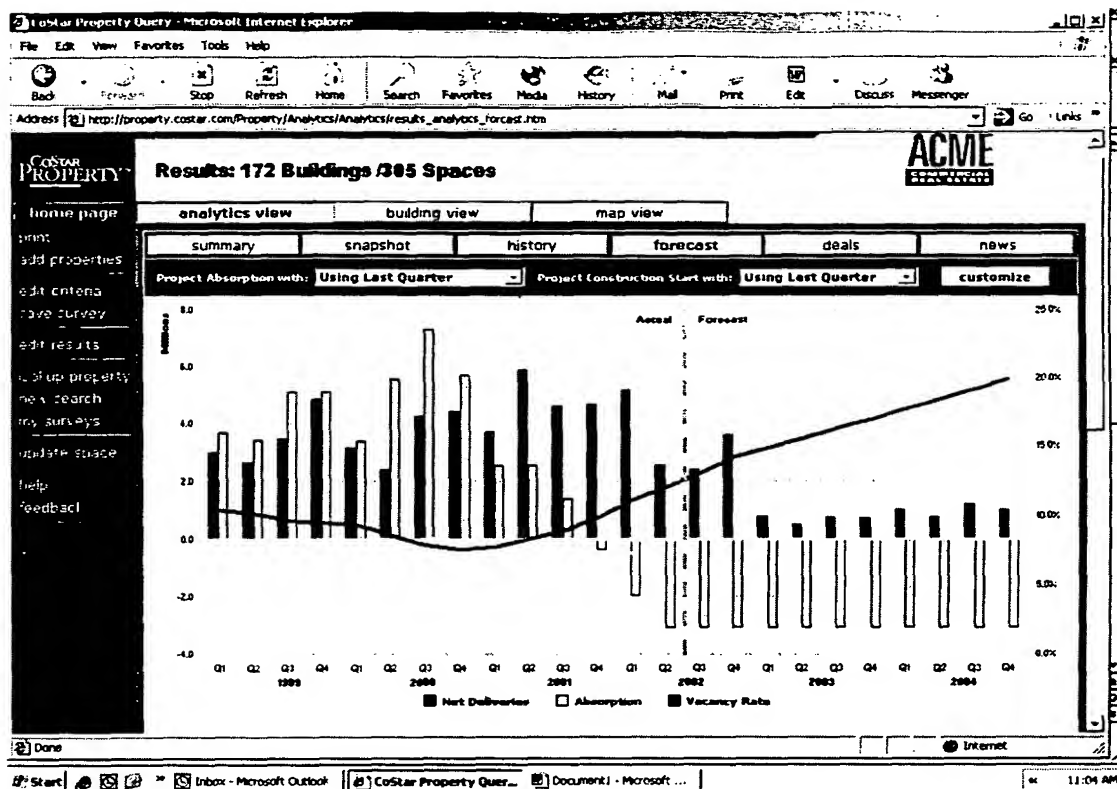


FIG. 110

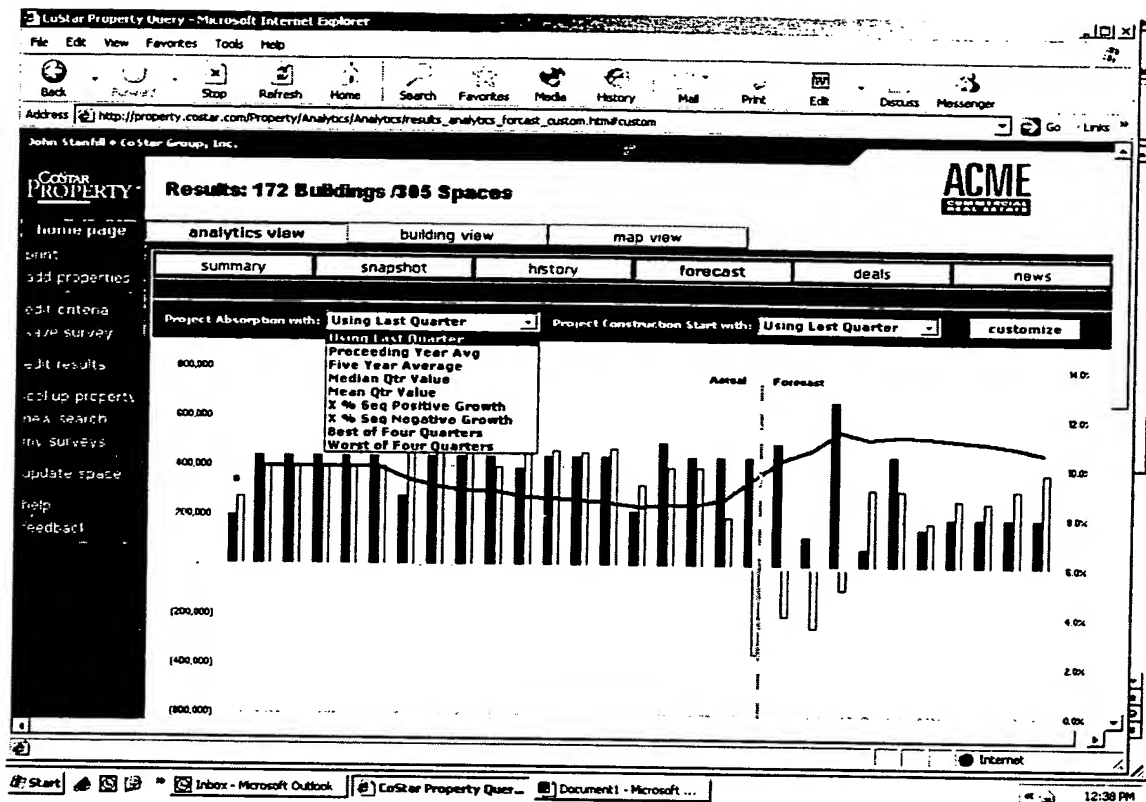


FIG. 112

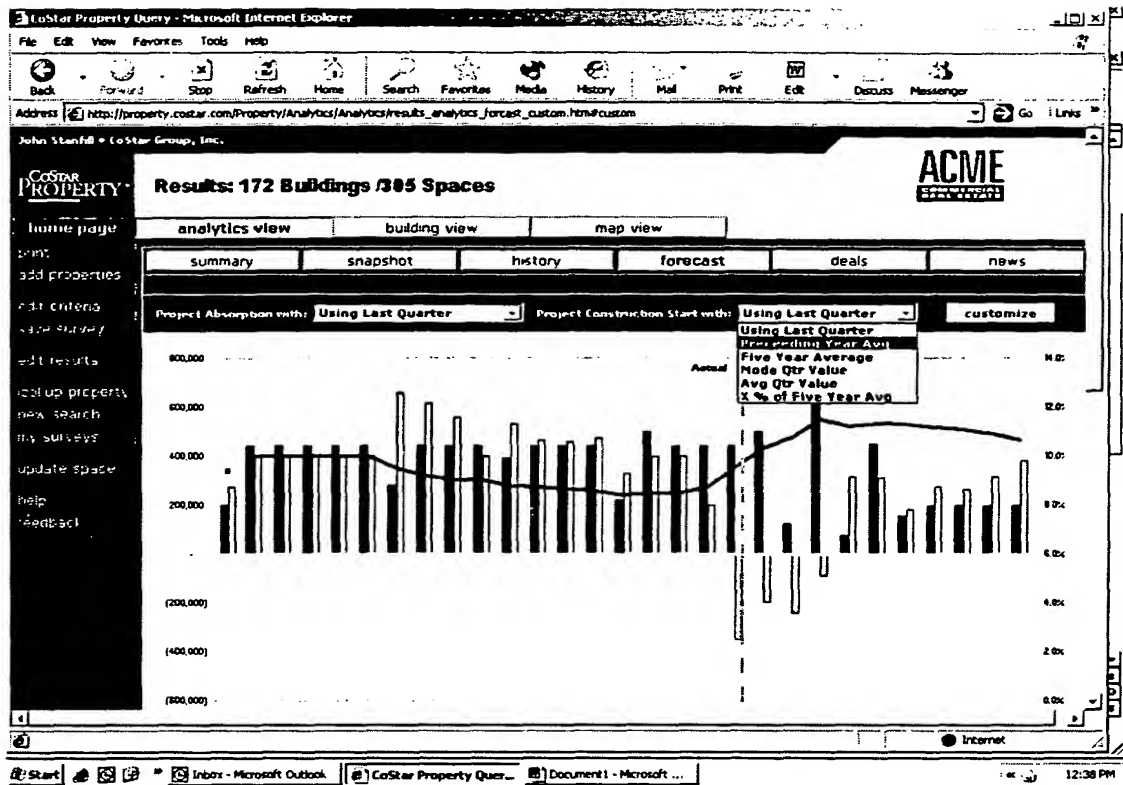


FIG. 113

CoStar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/results_analytics_deals.htm

CoStar PROPERTY

Results: 172 Buildings /305 Spaces

home page analytics view building view map view

summary snapshot history forecast deals news

address...	sf leased	sign date
6931 Arlington Rd	2,139	7/1/2002
6931 Arlington Rd	1,511	10/3/2001
6931 Arlington Rd	2,300	11/2/2000
6931 Arlington Rd	1,000	5/30/1997
6931 Arlington Rd	11,354	9/10/1996
6931 Arlington Rd	1,682	8/11/1996
6931 Arlington Rd	6,349	1/7/1994
6931 Arlington Rd	18,982	11/3/1992
4710 Bethesda Ave	2,100	10/19/1999
4733 Bethesda Ave	6,014	10/9/2001
4733 Bethesda Ave	34,849	2/1/2001
4733 Bethesda Ave	1,980	7/25/2000
4733 Bethesda Ave	1,980	12/6/1999
4733 Bethesda Ave	11,889	12/1/1999
4733 Bethesda Ave	60,041	10/29/1999
4733 Bethesda Ave	6,271	5/28/1999
4733 Bethesda Ave	38,544	12/17/1998
4733 Bethesda Ave	2,709	5/5/1998
2 Bethesda Metro Ctr	1,980	12/5/2001
2 Bethesda Metro Ctr	6,000	12/5/2001

6931 Arlington Rd
Bradley & Arlington Office Complex
 Montgomery County
 Bethesda/Chevy Chase Submarket
 Bethesda, MD 20814

Tenant: -
 SF Leased: **2,139**
 Sign Date: **7/1/2002**
 Move Date: **7/31/2002**
 Exp Date: **8/31/2007**

Rent Paid: **\$25.00 (est)**
 Space Use/Type: **Office/Direct**
 Maining Suite:
 Floors: **4**
 Landlord Reps: **Scheer Partners, Inc.**
 Brokers: **Joyl McAndrew (301) 770-8267**

Tenant Reps: -

Internet

Start Inbox - Microsoft Outlook CoStar Property Quer... Document1 - Microsoft ... 11:08 AM

FIG. 114

Labstar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/results_analytics_news.htm

Costar PROPERTY

Results: 172 Buildings /365 Spaces

ACME

home page analytics view building view map view

print add properties edit criteria save survey edit results lock/un property new search my surveys update space help feedback

summary	snapshot	history	forecast	deals	news
address	story				
7830 Old Georgetown Road	Allwin Bldg. Sells in Bethes...				
2439 Woodmont Ave	\$10 Million Smackers				
6905 Rockledge Drive	Winchester's at Democracy				
5001 Nicholson Lane	Wendy's Is Coming to Niche				
7272 Wisconsin Ave	Moving Up at The Apex				
7316 Wisconsin Ave	Mall2000 Expands in Bethe				
4416 East-West Hwy	Legal Expansion in Bethes				
2 Bethesda Metro Center	Informax's Discovery				
7830 Old Georgetown Road	Allwin Bldg. Sells in Bethes...				
2439 Woodmont Ave	\$10 Million Smackers				
6905 Rockledge Drive	Winchester's at Democracy				
5001 Nicholson Lane	Wendy's Is Coming to Niche				
7272 Wisconsin Ave	Moving Up at The Apex				
7316 Wisconsin Ave	Mall2000 Expands in Bethe				
4416 East-West Hwy	Legal Expansion in Bethes				
2 Bethesda Metro Center	Informax's Discovery				
7830 Old Georgetown Road	Allwin Bldg. Sells in Bethes...				
2439 Woodmont Ave	\$10 Million Smackers				
6905 Rockledge Drive	Winchester's at Democracy				
5001 Nicholson Lane	Wendy's Is Coming to Niche				

Written by: Edwin Gotsche 7/6/2002

Allwin Bldg. Sells in Bethesda
7830 Old Georgetown Road Sells for \$8.6 Million

7830 Bethesda LLC purchased 7830 Old Georgetown Road in Bethesda, MD for \$8.6 million or \$159.88 per square foot. Drew Flood and Mark Sullivan of Cassidy & Pinkard Inc. represented the seller, GE Capital Realty Group. Known as the Allwin Building, 7830 Old Georgetown Road is a 53,165-square-foot, 4-story office building in the heart of Bethesda. Built in 1985, this building features surface parking at 2/1000 and covered parking at \$110 per month. A total of 6 tenants currently occupy 7830 Old Georgetown Road. Eagle Design and Management occupy approximately 65% of the property and its lease expires in July 2006.

Internet

Start Inbox - Microsoft Outlook CoStar Property Query Document1 - Microsoft ... 11:09 AM

FIG. 115

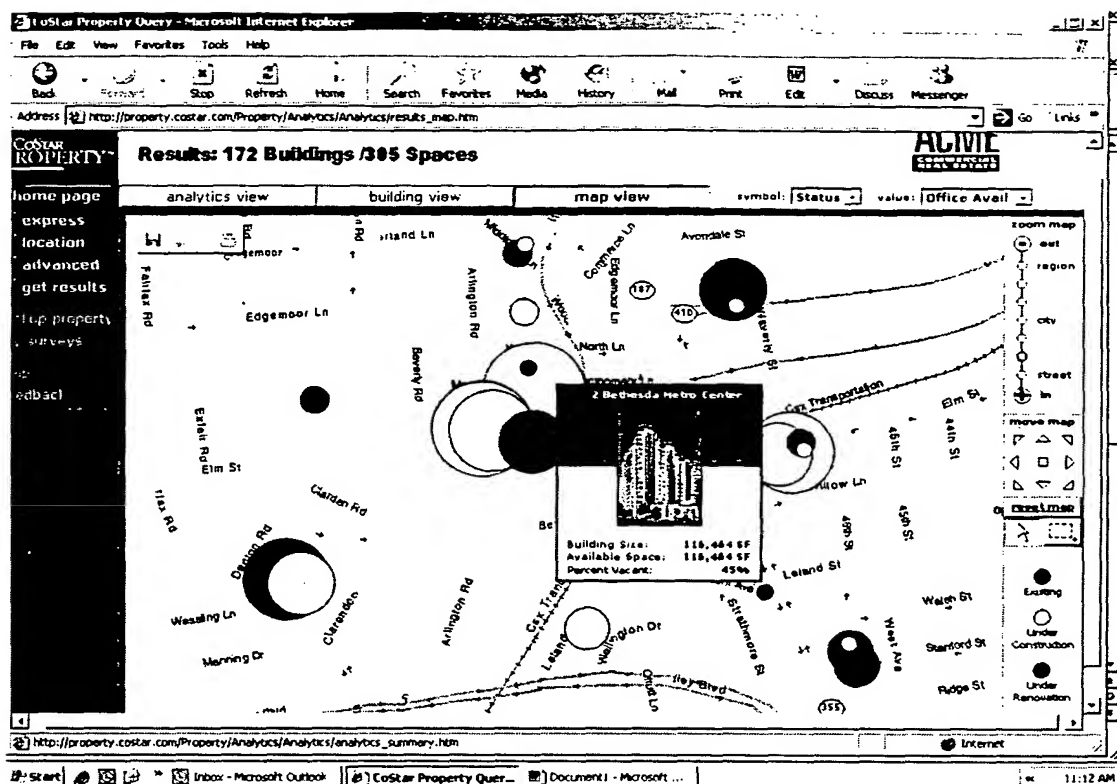


FIG. 116

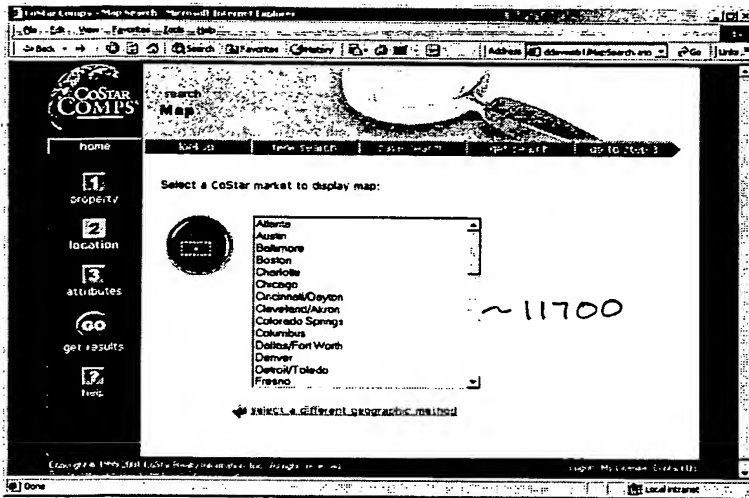


FIG. 117

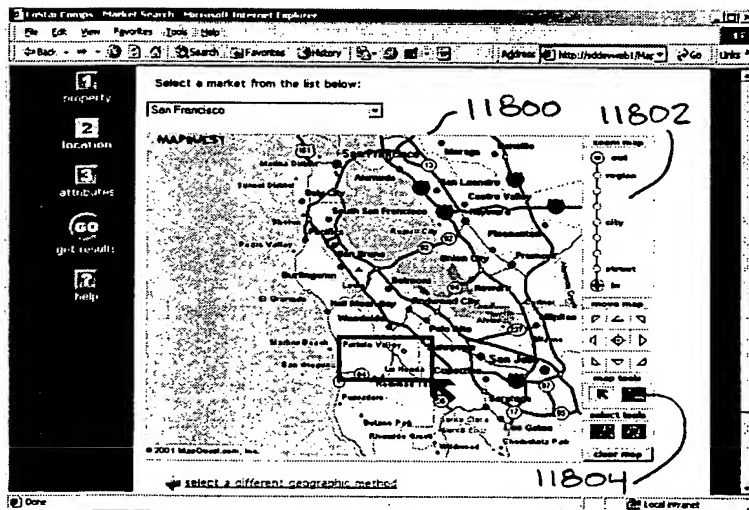


FIG. 118

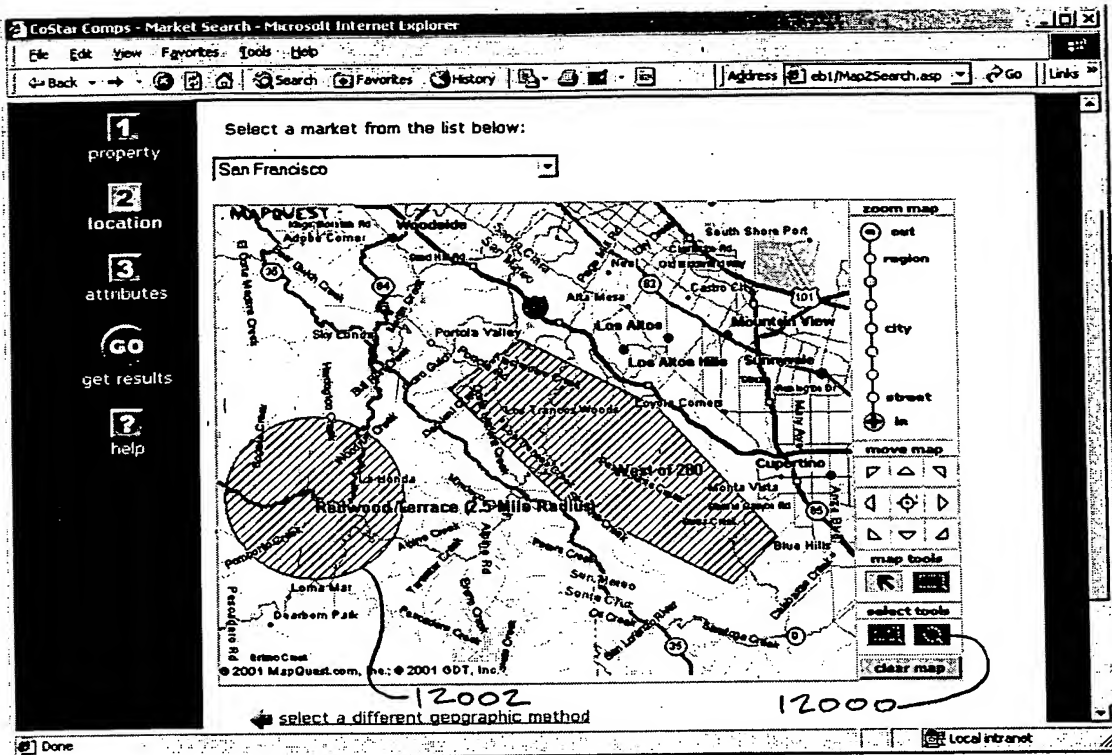


FIG. 120

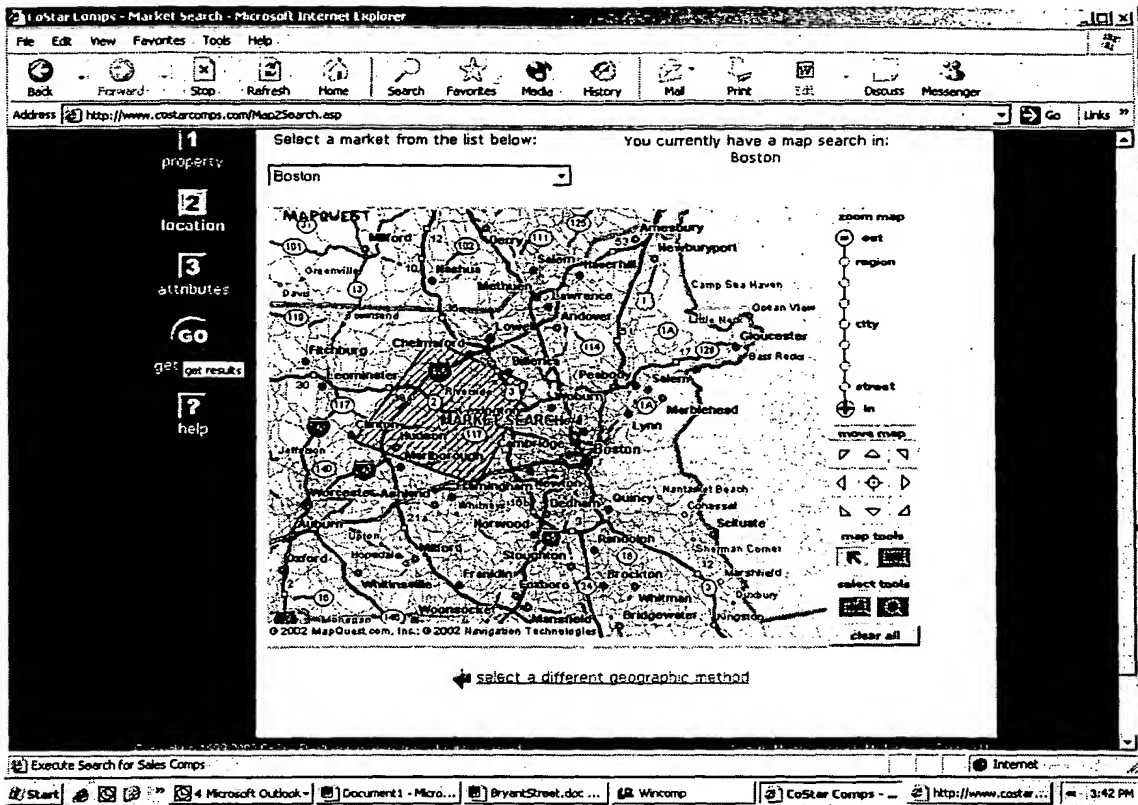


FIG. 121

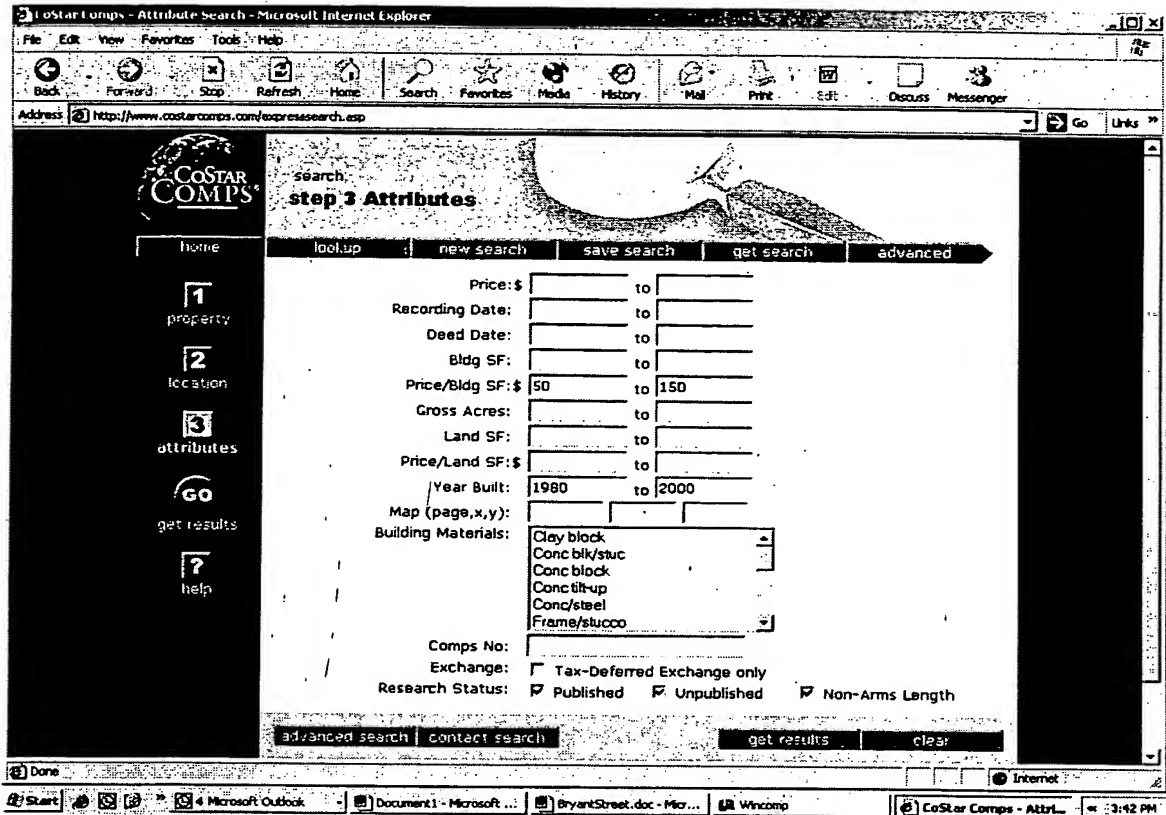


FIG. 122

CoStar CompS - Search Results - Microsoft Internet Explorer

File Edit View Favorites Tools Help

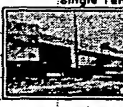
Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://www.costarcomps.com/ResultsGrid.asp

CoSTAR COMPS search Results

home look up new search save search get search get details

24 properties found for which you are licensed Previous Next Page 1 of 2 00

Research Status	Property Description	Sale Price	Price Comments	Street Address	City	State	Zip
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$23,225,000	Confirmed	81 -83 Martell Ave	Lexington	MA	02421-211
<input type="checkbox"/> Published	Single Tenant Low Rise	\$15,675,000	Confirmed	14 Oak Park Dr	Bedford	MA	01730-143
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$14,250,000	Confirmed	80 Canal St	Acton	MA	01720-271
<input type="checkbox"/> Published	TWO OFFICE BUILDINGS	\$10,211,625	Confirmed	3 Carlisle Rd	Westford	MA	01886
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$6,700,000	Confirmed	289 Great Rd	Acton	MA	01720-471
<input type="checkbox"/> Published	OFFICE BUILDING	\$6,100,000	Confirmed	40 Middlesex Tmpk.	Bedford	MA	01730
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$5,825,000	Confirmed	3 Cabot Rd	Hudson	MA	01749
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$5,600,000	Confirmed	239 -243 Littleton Rd	Westford	MA	01886-351
<input type="checkbox"/> Published	Single Tenant Low Rise	\$5,352,000	Confirmed	555 Virginia Rd	Concord	MA	01742-271
<input type="checkbox"/> Published	 BUILDING	\$5,225,000	Confirmed	155 Swanson Rd	Boxborough	MA	01719
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$4,310,000	Confirmed	133 -137 South Rd	Bedford	MA	01730-231
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$3,690,000	Confirmed	43 Manning Rd	Billerica	MA	01821-391
<input type="checkbox"/> Published	Multi Tenant Low Rise	\$3,400,000	Confirmed	25 Linnell Cir	Billerica	MA	01821
<input type="checkbox"/> Published	Single Tenant Low Rise	\$3,190,000	Confirmed	170 Lexington Rd	Billerica	MA	01821-391

0 selected select all unselected remove selected remove unselected modify table

Search Criteria: Research Status: Published, Unpublished, Non-Arms Length: PropType: OFF; yearbuilt: 1980-2000; price/sqft: \$50.00-\$150.00; Map Search: MARKET SEARCH #1

Copyright © 1999-2002 CoStar Real Estate Information Inc. All rights reserved. Logout Home Help Contact Us Feedback

555 Virginia Rd

Start Patent Issues RE: misc - Mes... starboard.xls Document1 BryantStreet Wincomp CoStar Comps 3:44 PM

FIG 123

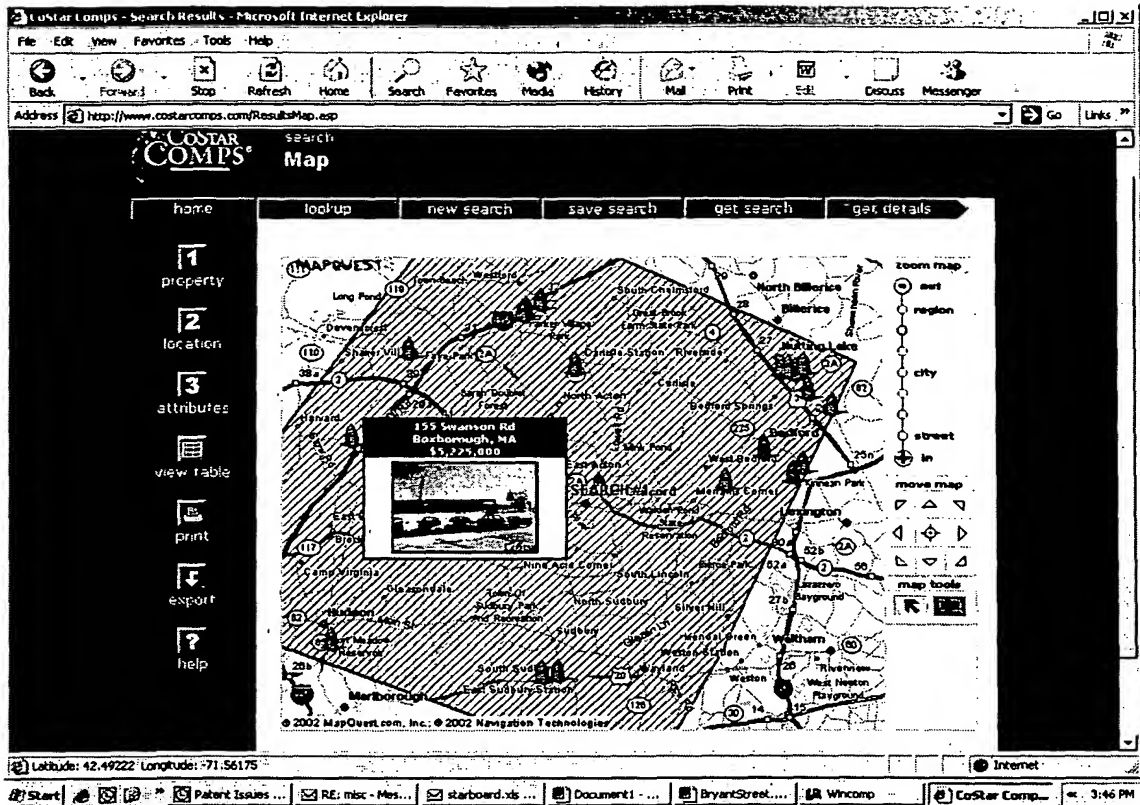


FIG. 124

FIG. 125

Polygon/Radius Map Search Information Flow

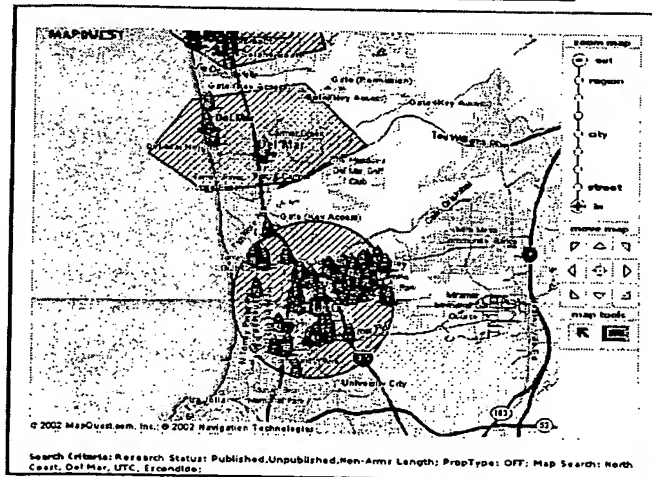
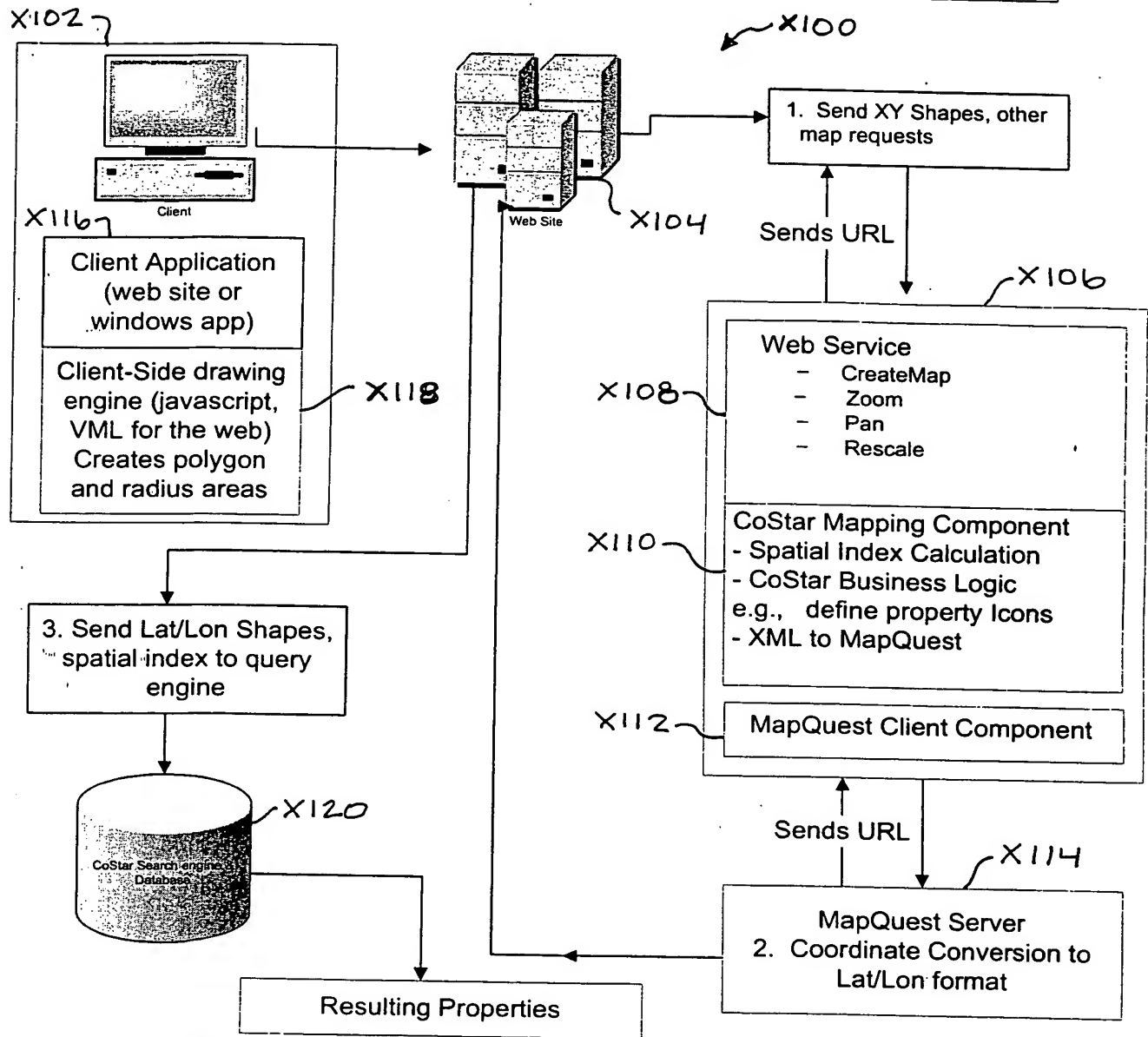
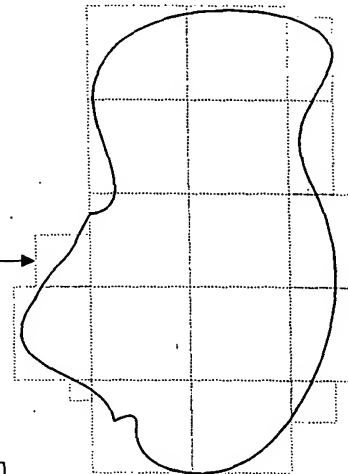
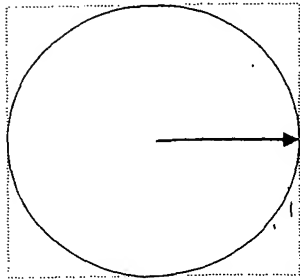


FIG. 126

Map/Database Retrieval Methodology

Radius Retrieval

Polygon Retrieval



Bounding Box defined by radius distance

Polygon Quadrangles based on polygon definition

Send XY Shapes to MapQuest Web Service

Returns back Lat/Lon Coordinates, CoStar Mapping Component Calculates Spatial Index

Information is then used with CoStar's database search engine as part of the total search criteria.

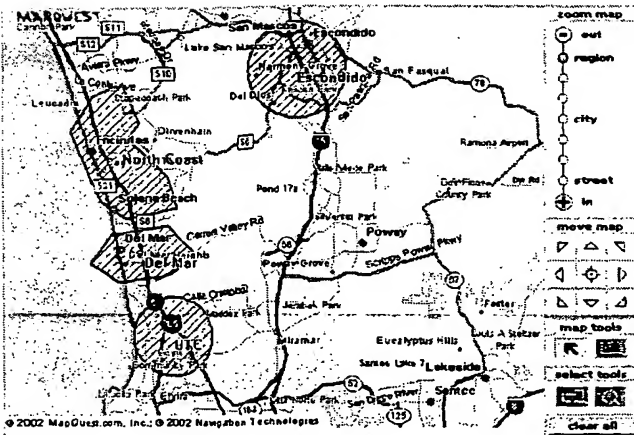
Resulting set of properties meeting search criteria are displayed.

Example of XML generated from Polygon and Radius creation.

```
<xml>
<UserDefinedAreas UserID="dhofman" Market="SD">
  <Shape Type="PolygonArea" Name="La Jolla Shores" xmin="20" ymin="100"
  xmax="40" ymax="50">
    <Polygon>
      <Point Latitude="33.3333" Longitude="-117.5555" X="20" Y="50" />
    </Polygon>
    <Quadrangles>
      <Quad xmin="15", xmax="25", ymin="30", ymax="40", latmin="33.000",
      latmax="33.5", lonmin="-117.555", lonmax="-117.4", status="Inside" />
    </Quadrangles>
  </Shape>

  <Shape Type="RadiusArea" Name="UTC" xmin="100" ymin="200" xmax="200"
  ymax="300">
    <Center>
      <Point Latitude="33.3333" Longitude="-117.5555" X="20" Y="50" />
    </Center>
    <RadiusMiles>5.0</RadiusMiles>
  </Shape>

  <Shape Type="MultiRadius" Name="Escondido" xmin="300" xmax="400"
  ymin="100" ymax="200">
    <Center>
      <Point Latitude="33.3333" Longitude="-117.5555" X="20" Y="50" />
    </Center>
    <RadiusMiles>5.0</RadiusMiles>
  </Shape>
</UserDefinedAreas>
```



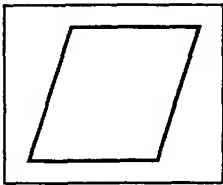


Fig. 127

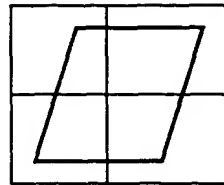


Fig. 128

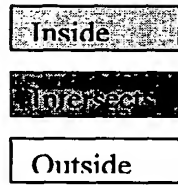
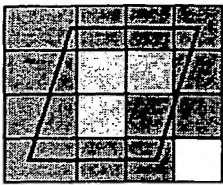


Fig. 129

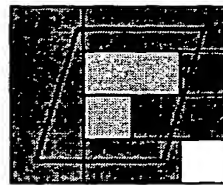


Fig. 130

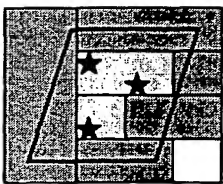


Fig. 131

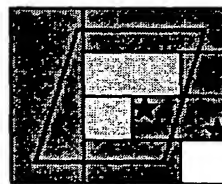


Fig. 132